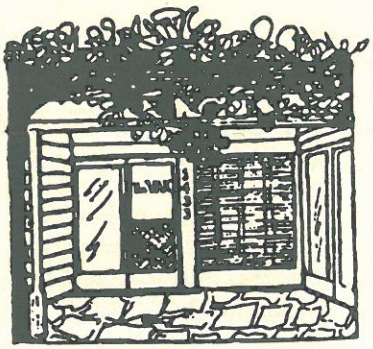
THE VAK

International NLP Newsletter

Volume X Number 2 *Spring 1992*



FEEDBACK, ART AND LEARNING IN THE NLP COMMUNITY

Judith Ann Delozier and Susan Grace Branch

For Bateson, living systems, including the ecosystem, have recursiveness, that is, there is feedback into the system, and thus they have a self-reflexive aspect. Norbert Wierner illuminated this feature in the cybernetic notion of "feedback", where information is fed back into the system, in such a way that it might either correct the system by keeping it in a relatively stable state ("negative feedback"), or it might pull it apart ("positive feedback" or schizmogenesis), and the system goes runaway. There was also a second kind of recursiveness, and that is of the sort where properties of the whole of a system are fed back into the system, adding to its complexity, its resilience. The work of art is perhaps of this sort; it is a product of a culture and expresses something about the whole of the culture, while adding to the evolution of the culture, and influencing the direction which it takes. Learning was another example. Evolution in nature as well as in the mental world of ideas was this sort of process. *

Let us consider these three distinct types of feedback into a system that may affect the system. A system as understood in NLP may be described by the following sets of relationship of parts to each other and the whole; breathing supports

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**The Self Reflexive Mind; The Life's work of Gregory Bateson.* Victor N. Kobashi

COGNITIVE HARMONY: THINKING

The following is excerpted from ***Cognitive Harmony; An Adventure in Mental Fitness,*** by Jerry Stocking.

It is impossible to make sense of where you are without comparing it to other places you have been. The room is completely dark and silent. It is not possible to discern exactly what size it is, and it may not even be of a constant size. One thing you do know is here you are in this room. You think.

Your brain is the most amazing computer on earth. Your brain makes sense of the world throughout your life. Without it there would be no you, no thinking and no life, yet it functions without your understanding, respect or influence. It requires basic nutrition and that is all.

What have you done for your brain lately?

The World appears different to each individual, depending upon the range of ungrounded assessments he or she makes. What is a good car or a great job to one person may be a bad car or a hateful job to another. These differences are the result of a basic dissimilarity in what people perceive and how they make sense of it. The way you acquired your personal ability to interpret the world hap-

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Inside: "Charismatic Conversation" by Genie Z. Laborde Page 5



SKILL WITH HYPNOTIC LANGUAGE PATTERNS

Joseph B. Sterling

pra'ctice n., satisfactory procedure, means of improving one's skill; **put into - skilled by having recently had practice.**

Whether you broaden your skills as you ...read this article..., or practice with friends, or even use more creative strategies to ...learn..., it is possible to achieve better results. That means you will ...get more of what you desire..., and fewer of those experiences you need to avoid. Does it make sense to want to avoid painful experiences?

Of course, hypnotic language patterns; like single and multiple binds, implied cause/effect, quotes, embedded commands, and the various forms of ambiguity, to name just a few, all bring tremendous richness to language. They are like the hidden center in your favorite chocolates. Though unseen on the surface, they provide the luscious flavor that you ...remember..., and hunted for in the future. To successfully use hypnotic language patterns means to ...align the multiple meanings... possible in your communication.

Together, the following, are a few ideas to help you practice two patterns that can ...make a huge improvement in

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Cognitive Harmony

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pened so quickly that you didn't even notice it while it was happening. There are billions of things that you could pay attention to at any given moment in time. The combination of your flashlight and your senses provides you with a system for filtering in specific information and filtering out everything else. This filtering system works similarly to a pair of eye glasses which operate as a buffer between the world and the person wearing them, influencing every perception she has. You interpret the world through your eyes (visual sense), ears (auditory sense) and your nerves, skin, nose and taste buds (kinesthetic sense). You use the information from your five senses to make "sense" of the world and to be able to add meaning to your observations.

Early in life, people begin to prefer one sense over the others and spend the rest of their lives being more aware of visual, or auditory, or kinesthetic data. Visual, auditory and kinesthetic data are stored in different files in the brain. The following analogy is simplified, but it will illustrate my point. You have a sensory file filled with visual data. It contains pictures of everything you have ever seen in your life, both visual data you have seen with your eyes, and imaginary images you've made in your head with your mind's eye. Every piece of visual data you have seen is stored in your visual file. This doesn't mean you can access every picture instantaneously when you choose, but the information is stored, nonetheless. In your auditory file you have stored every sound. These sounds consist of everything you have ever said and every sound you have ever heard externally. You also have all of your habitual behaviors stored in your kinesthetic file. These are the movements that you have learned, such as riding a bike, driving a car, walking, brushing your teeth and typing. Tastes, smells and physical sensations are processed in your kinesthetic file too, but these are not stored and are only experienced in the present.[1]

Conservative scientists are saying that there are in excess of ten billion neurons in the brain while their less conservative colleagues are saying that there are three hundred billion neurons. We use the neurons to store, access and process all the visual, auditory, and kinesthetic data in our brain. (It is possible that your brain does not actually store the data but tunes in to morphologic fields that contain the data.)

The IRS only requires you to save your records for seven years; your brain saves all of your sensory stored data forever. Anytime anything goes on in the world around you, you sense and store it. An event happens; you attach similar pictures from the past to it from your visual file, then run it through your kinesthetic file. The pictures you have attached inspire certain feelings. Then the event is run through your auditory file, and you attach stored words or sounds to it. Consequently you behave in a manner that relates to the way the event stimulated your files. There is no free choice involved whatsoever.[2] This all happens in a fraction of a second. That is how fast the brain works.

Here is an illustration of how fast your brain runs:

PALCIP

Do you know what that word means? Do you think that Palcip is a word?

How many words do you think that you have seen in your lifetime? Probably a lot of words, right? You read the word Palcip and then compared it to every single word that you've seen or heard in your whole life. How long did it take? Not even seconds. Less than a second. That is how fast your brain works.

Every time you sense something, you very rapidly run through your stored files and compare that thing with everything you have sensed before (and perhaps everything you anticipate you will sense). Depending upon how you sort your files, you will come up with certain opinions, judgments, grounded assessments and ungrounded assessments that determine how you perceive and interpret the world . The result of your file searches determines everything you say and everything you do in all aspects of your life. There are no moments in your life that take place without you searching through your files of stored data.

Everyone you meet or interact with has his own unique filing system, which differs in some respects from yours. Thus, other people live with very different perceptions of the world than you do. It may seem to you that your perceptions are the "right" ones to

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1. VAK editorial comment: There are two opinions here. I can remember the feel of my first kiss, the taste of asparagus, the smell of a rose. Genie Z. Laborde

2. There are two sides here ,too. I believe there is free choice. I can choose to delete certain awarenesses, I can change my responses, I can choose to amplify certain responses or cut them off completely. Genie Z. Laborde

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Cognitive Harmony

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have, and you may even think that another person's perceptions are the same as yours. This is not likely since the information each of you have stored in your files is different.

I was in a restaurant and saw a young girl asking for a drink of her mother's soda. She let her mother know several times that she wanted some, but her mother was busy eating and didn't notice. Finally the little girl yelled. The mother reached over, hit the little girl on the side of the head and handed her the soda. This incident went into the little girl's files along with everything else in her life. Let's imagine that years later, she is on a date and her escort orders soda. All of a sudden, her brain returns to the auditory assessments she stored after being hit by her mother, and she finds herself upset and afraid of the person she is with.

Such an occurrence can happen easily since the brain is constantly sorting back over everything that has ever happened and attempting to make sense of the present by using past files. Anytime that anything in the present closely resembles something that has happened in the past, there is the likelihood that the brain will return you to whatever behavior allowed you to survive the previous situation. The behavior may not be appropriate, but to the brain that is not important. The behavior worked before and you survived before. Thus, according to the logic system of the brain, the behavior must be repeated to ensure future survival, which is "all that matters." Rather than reacting appropriately in the present situation, you ignore what is happening and treat this as you did the earlier situation, reacting as you did before. This explains a lot of the strange behaviors people engage in . One of the functions of the brain is to come up with reasons and explanations for doing what you did in a specific situation. Given how quickly the mental process works, it is unlikely that you will come up with an accurate explanation, but you will always come up with some explanation.

Exercises

Watch someone do a certain behavior...any behavior...Come up with a reason why he behaved that way...Make up a completely different reason for his behavior...Create ten more reasons which explain his behavior.

Think about something that you did today...Decide why you did that particular thing...Make up ten completely different reasons which explain your behavior.

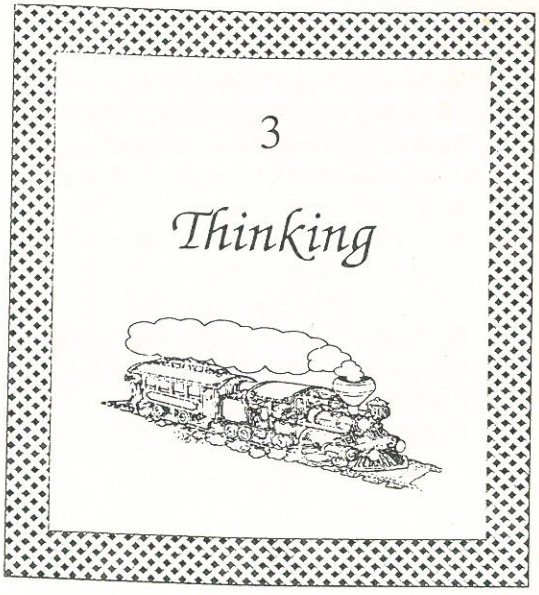
Can you imagine yourself doing a certain behavior without having a reason to justify it?...Can you think of behaviors that you do for no reason at all?...What is more important: what someone does or the reason she did it?...If someone is due to meet you at six o'clock and she arrives at eight o'clock with a good reason, will you be angry?...It would probably depend on your assessment of how good the reason is. Meeting another friend and losing track of time is probably not a good enough reason for you, but a death in the family probably would be. Having a flat tire may be good enough unless she has a flat tire or car trouble often.

Whether we like it or not, reasons make up much of the quality of our lives. Notice the gaps between your reasons and your behaviors. If you pay attention to your behaviors, you will automatically have reasons for them.

What would happen if you shifted your conscious focus and paid more attention to your behaviors rather than your reasons?... What would happpen if you declared yourself the director of your conscious focus?... Could you focus consciousness on behaviors instead of reasons and explanations?...What would that be like?

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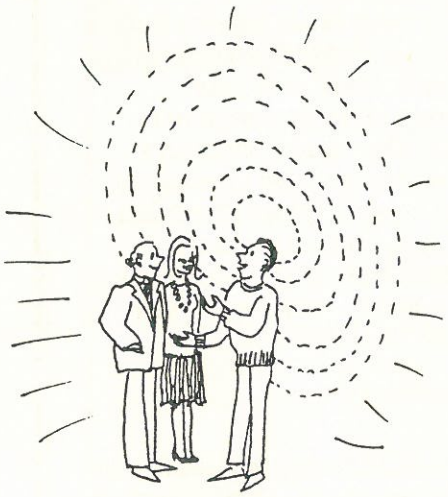
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CHARISMATIC CONVERSATION

Genie Z. Laborde

Charisma: *A rare quality or power attributed to those persons who have demonstrated an exceptional ability for leadership and for securing the devotion of large numbers of people. From the Greek, "Kharisma", meaning divine gift, favor, grace.*



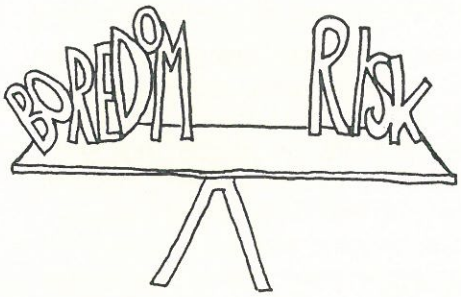
When you talk with a person who has charisma, there is energy, a sense of lightness, of focus of attention. You want the interaction to continue - when it ends there is a let-down, a sense of disappointment. Interacting with a charismatic person feels a little like being in love.

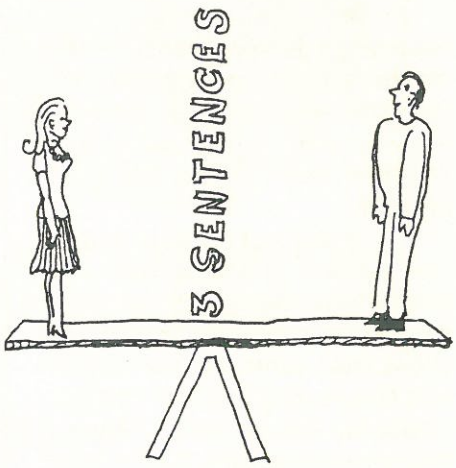
How, you might ask, is this charisma obtained? There is a numinous, magical quality in the exchange that leads one to think this process cannot be learned. I disagree. I think the skills that lead to charisma are embedded in the NLP folklore. How, then, do you extract these skills from the fluff?

After 13 years of training NLP skills in business and studying charismatic leaders, these are the processes that show up in their behavior.

Skill (1). A charismatic leader is truly interested in who you are and what you want from this present interaction. If you do not divulge this information early on, they will question you in an exquisitely elegant fashion, to find the answers to (a)who you are and (b)what do you want here and now. How can you ask questions in an "exquisitely elegant fashion?" Read on. All the answers are not here; however, guide-posts will be hand-lettered.

Skill (2). A charismatic leader knows how to keep himself or herself entertained during the conversation. If the exchange is dull, the charismatic leader will add a "soupçon" of risk to brighten, lighten the conversation. If there is too much openness, too many closely held secrets being exchanged, the charismatic leader will add security and protect all parties...from too much risk. The task of maintaining balance between security and risk is assumed by the charismatic leader.





Skill (3). A charismatic leader will both listen and contribute to the exchange in almost equal amounts. Here again balance is the key. Three or four sentences from one person are enough to contribute to the see-saw of communication. Then, a charismatic leader will stop and wait for the other person to contribute at least one sentence. The see-saw of conversation must remain in balance for the energy to be maintained. An exception to this is a motivational speaker who is skilled in keeping the energy going for a passive audience. This is a different ball-game. The skills listed here are for interactions, not speeches.

Skill (4). A charismatic leader will establish rapport and re-establish it if lost. Rapport is a relation of harmony, conformity, accord or affinity and, without rapport, not much in the way of agreements will be reached. Rapport is essential in sales, in assigning tasks and in creating teams. If you are in business, whether you are a charismatic leader or not, you

must know several ways of gaining rapport.

Skill (5). A charismatic leader will watch you carefully and pay attention to voice tone, tempo, and volume, as well as to your words in order to keep the energy at the level s/he is entertained. If a subject that drains your energy turns up, the charismatic leader will notice and change the subject, or change his/her behavior so that the engagement does not suffer.

Skill (6). A charismatic leader does not repeat himself/herself. If the same point must be made again, a charismatic leader will find a new approach. S/he never paints the same picture twice nor sings the same song over, nor skis the same mountain in the same way. A charismatic leader knows what has been said and does not say it again.

Skill (8). A charismatic leader avoids cliches as much as possible. "Far out," "awesome," "right on," and "share" are a few of the terms which you will not hear in the talk of a charismatic leader.

Skill (9). A charismatic leader seldom, if ever, complains about anything. If s/he can fix it, s/he will. If not, their attention moves on to something positive. Remember, rain makes the grass grow, even if it ruins your picnic.

Skill (10). A charismatic leader does not blame you, the government, the boss, the weather, or Lady Luck for what is happening. Instead, a charismatic leader will "flow" with the situation, balancing his/her security needs with the challenges of the present situation. Too much security in conversation is boring. Too much risk sets up anxiety. The balance is the key to energy and charisma. Blaming sets up negative, frustrating feelings and these kill charisma.



Skill (7). A charismatic leader is curious about your Map of Reality (see *Influencing With Integrity* pp 47-50) but not judgmental. S/he has replaced judgement about you and your behaviors by curiosity about how you came to believe what you do believe. A charismatic leader celebrates the differences between people, and keeps the negative energy of judgement out of his/her conversations.

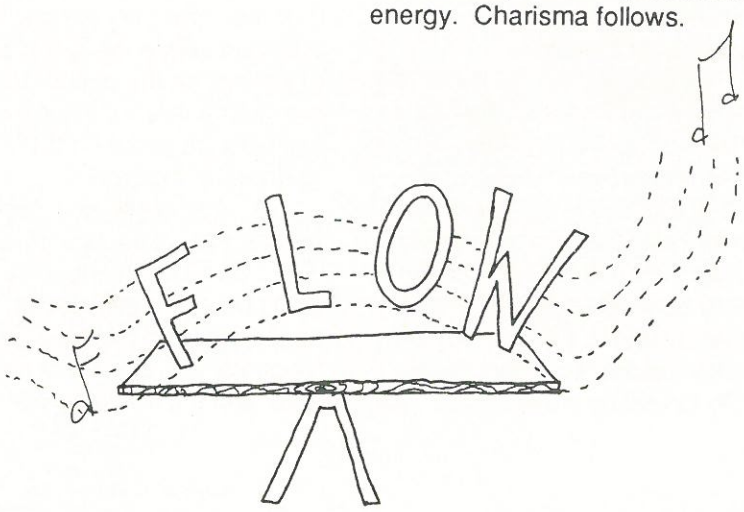
Skill (11). A charismatic leader is in his/her peak-performance state (*Fine Tune Your Brain* pp.163-182) during the interaction. The peak-performance state increases one's energy so this personal energy is the divine gift referred to in the Greek word "Kharisma".

Skill (12). A true charismatic leader seldom mentions "love." S/he doesn't need to. S/he is doing it and to verbalize it would be redundant.

To recap, the twelve skills of the Charismatic Leader are:

1. real interest in who you are and what you want
2. ability to keep self entertained with questions to the other person
3. balance of talking and listening
4. rapport
5. sensory awareness
6. fresh approach / no repetitions
7. curiosity / not judgement
8. avoids cliches
9. no complaints
10. no blaming
11. peak-performance states
12. acts out love/respect rather than talks about love

By focusing their attention on positive thinking patterns, Charismatic Leaders continue to increase their own energy and the energy of those interacting with them. Don't believe me. Try this for yourself. Try these twelve skills and create your own groundswell of energy. Charisma follows.



Feedback in the NLP Community

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physiology which supports state, state in turn supports representation, which supports perceptual filters, perceptual filters support beliefs, and beliefs, in turn support identity. A system can be described as relationship between these components of experience whether the system is a single individual or a group of individuals operating as a community. Robert Dilts might describe system in the following terms; the environment is in relationship with behaviors which are in relationship to capabilities which support beliefs which are in relationship to identity. Again what is important is the relationship between these components of experience, and how these relationships operate together to express the system as a whole at the level of individual or of community. Feedback into the system may be relatively fixed so that the input (feedback) continues to keep the system stable or with relatively little change potential, or massive so that the system is thrown into chaos. However there is a feedback which can be described as art and learning that is multi-representational and can move the system in a certain direction (evolution). This evolutionary process is a process which includes new information and simultaneously builds on and recodes current information, so it is self correcting within parameters which allow for growth.

I can know that all life is derived from four basic proteins - that diversity of all life is found in the relationships between these proteins, and that this is a pattern that connects - and that by my knowing this I may increase my understanding of my connectedness to the larger world and to the diversity of life. Knowing this, how do I live my life? Do I live it by continuing to look at and direct these four basic proteins or can I look at the diversity of life and the larger patterns? Am I looking for the counter example by finding the edge of the pattern?

If we define NLP as an accelerated learning strategy for the detection and utilization of pattern, we have to ask for what reason we want the pattern and how this is connected with the notion of conscious purpose. I would assume that the development of different models and processes called NLP (or that make up the bulk of the technology) are to introduce feedback into the system. Originally, perhaps, these different models and processes for change in a system were focused on the system called a human being with the intention to produce well formed change in that system. Whether at the level of individual, of a larger unity or at the level Gaia, the whole living unit we occupy- the world-the intention is for any sentient creature to produce change in a well formed sense, change in a manner in which ecology is somehow maintained at all these levels. Many people have invested time and money in learning the process model called NLP or some portion of the model. Very few have moved or evolved from the level of competency to the level of mastery or developed the ability to use the technology with artistry. Can it be that they are placing their attention on the four basic proteins of life, not on the pattern that connects? Are we more interested in where life came from than we are in where it is going?

For example a gentleman reported he had a fear of failure and was offered the feedback that it could be a fear of success. Initially he disregarded the possibility. The feedback was offered at another time, and the following day he understood that to succeed he became someone incongruent with his current beliefs and identity. In his opinion most individuals successful in his field did not represent the quality of human being he was willing to become.

Another example. A man who spent too much time in a cult could not verify his identity except by group - or many voices when he was alone, when the group was not there. He recognized his need to learn who he was, to know his identity when not directly in relationship with a group, and to know that no matter how many voices were present he was more than anything said or named. "You are not what you do, you are more than that," represents separation of logical levels, in this example separation of identity and behavior.

How many practitioners have moved to a state of art? NLP offers many places and ways of tapping into a system (another human being, group, community). Feedback can be offered at the level of state and physiology - or representation and perceptual filters or at the level of belief. Feedback can be offered in combinations of these. Feedback can be offered at the level of discovering distinctions about where identity or belief is placed. But, how will we use it? How do we move towards mastery and art with ecology. Ecology is defined as some balance between feedback and that which is "fed-back" or offered in such a way that may correct the system, keeping the system relatively stable, or feedback that may pull the system apart (schizmogenesis). Even this frame is obviously too tight to include the notion of relationship and "ecology" - this is the question of conscious purpose.

Bateson says we can't know

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Feedback in the NLP Community

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the outline until it is over as we see in one of his father daughter metalogues:

D: What did you mean by a conversation having an outline? Has this conversation an outline?
F: Oh, surely, yes. But we cannot see it yet because the conversation isn't finished yet. You cannot ever see it while you're in the middle of it. Because if you could see it, you would be predictable- like a machine. And I would be predictable - and the two of us together would be predictable-
D: But I don't understand. You say it is important to be clear about things. And you get angry about people who blur the outlines. And yet we think it's better to be unpredictable and not like a machine. And you say that we cannot see the outline of our conversation till it's over. Then it doesn't matter whether we're clear or not. Because we cannot do anything about it then.
F: Yes, I know - and I don't understand it myself..... But anyway, who wants to do anything about it? Page 32, Steps to and Ecology of Mind. Gregory Bateson 1972.

But what we have is a sense of direction, a sense of relationships between the parts, of choice and flexibility in a system, and a sense of relationship between the smaller and larger systems, of how the parts fit the whole. What does it mean to live your life as an ongoing work of art -as "work in progress"? Feedback is offered in the form of complexity (choice) adding resilience or (flexibility) to the system.

In offering two levels here, one for advancing the quality of NLP by suggesting a movement toward genuine mastery and ultimately artistry as a person, and the other regarding bringing NLP to the world in general and its relationship to the world, our intention is to suggest the use of the second kind of feedback which lead to complexity and resilience -evolution. There are many individuals offering NLP, many personalties, and like any large community, conflicts arise. However, NLP is a community connected by a body of knowledge with a commitment of time and energy at and to different levels of learning. It is time that we recognize this. How can we as individuals and sub-groups influence this larger system, the NLP community, by at least advancing the standards at the quality end, understanding that movement in one part of the system will influence the other parts? By making a difference in one part of the system, the other must be pulled up in quality.

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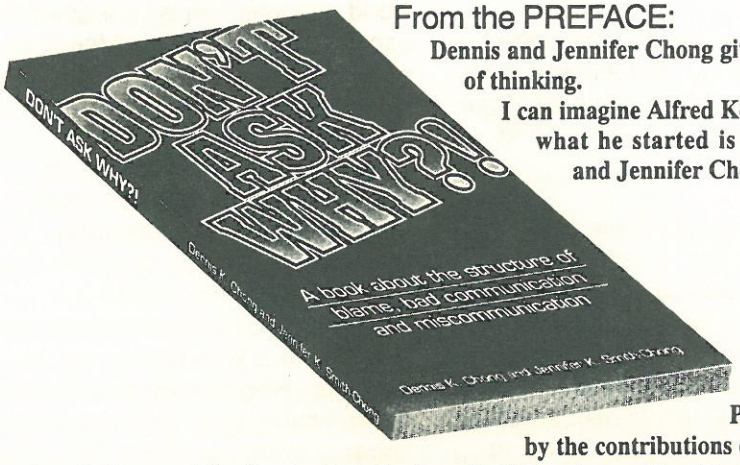
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"Don't Ask WHY?!"



From the PREFACE:

Dennis and Jennifer Chong give us a challenging and practical way to look at our way of thinking.

I can imagine Alfred Korzybski smiling from his semantic heaven, satisfied that what he started is being carried on by thoughtful scholars like Dennis and Jennifer Chong.

Daniel Aroaz
Professor
Mental Health Counselling
Long Island University, New York.

From the FOREWORD

As one of the developers of Neuro-Linguistic Programming, I have witnessed its domain enriched by the contributions of hundreds of practitioners. But these contributions are almost always at the level of application. In this volume, Dennis and Jennifer Chong are doing what precious few have attempted. They are stepping out of the domain, aiming instead to expand the range of our humanity.

David Gordon
Author of Therapeutic Metaphors

WHAT PEOPLE ARE SAYING ABOUT IT.

I find the insights into human behaviour and communicating fascinating. For the professional communicator this study is a must. The readability of the language is very user friendly, seldom calling on the reader to stop and ask, "What do they mean?" This book can be read by , and be a benefit to all walks of life.

Brock Bedford B.A., Ll.B.
Barrister and Solicitor.

Don't Ask Why challenges the reader to examine his or her thinking patterns and their implications, for self and others. The reader is presented the opportunity to empower himself or herself to ultimately enhance his or her overall quality of life. Clearly, the Chongs offer us essential information which, when operationalized, enhances our personal, interpersonal and professional effectiveness.

Diane McIlwain M.S.W, C.A.C., CEAP
Consultant/Counsellor

Once in awhile we encounter situations in life that cause us to stand on our heads to see them accurately. Such experiences provide us with not only a new view of the immediate experience but a new view of the surrounding world. Such is the experience to be encountered by most clinicians who read this book. Their wonderful description of the "Blame Frame" and "The Question of Why" provide, not only practical advice, but, more a thorough philosophical underpinnings for a cognitive phenomenological approach to treatment. This is not just a clinically relevant book. It is also a wise book.

Alan Brown B.Sc., M.A.Sc., M.D., F.R.C.P.(C)
Psychiatrist

This is a book that deserves to be read not only by those engaged in therapy and counselling, but by each of us as we strive to break out of our stuck states and respond to the rapid pace of change going around us. ... a particularly timely contribution to those who want to understand the roots of the problem of growing violence in today's society. They offer a new paradigm and language tools for those who are engaged in the process of influencing change and expanding awareness.

Christopher Dunkley BS,Eng.
Trainer in Neuro-Linguistic Programming

... a new model of thinking and organising reality which liberates human thought from the prison of the "why" initiated cause and effect, Blame Frame world order. "Don't Ask WHY" can be viewed as the initial expedition of a pair of innovative thinkers into the uncharted world of a "different reality, with more options and possibilities than we thought existed."

Gabriel A. Telegdy B.A., M.A., Ph.D., C.Psych.
Psychologist

SCHEDULE OF NLP-RELATED ACTIVITIES

JUNE

13-14	Ericksonian Hypnosis Cert.	Vernon, CT	NEI
12-14	NLP Practitioner Program	Biloxi, MS	SCI
12-14	Master Practitioner Testing	Montreal, Quebec	MET
18	Preview of NLP	Pittsford, NY	SBA
19-21	Practitioner Testing and Integration	Montreal, Quebec	MET
19-22	Advanced Language Patterns	San Francisco, CA	NCA
26-28	Practitioner Testing and Integration	Montreal, Quebec	MET

JULY

9	Preview of NLP	Pittsford, NY	SBA
14-AUG. 10	Practitioner Residential	New York, NY	NYT
14-16	Int. Communication Excellence	Redwood City, CA	IDEA
17-AUG. 10	Master Practitioner Residential	New York, NY	NYT
17-26	Advanced Training	Pajaro Dunes, CA	IDEA
17-19	NLP Practitioner Training	Biloxi, MS	SCI
27-AUG. 2	Hypnosis Master Practitioner	New York, NY	NYT

AUGUST

First Two Wks	14 Day Practitioner Cert.	Bavaria, Gmny.	NSC
14-16	NLP Practitioner Training	Biloxi, MS	SCI

SEPTEMBER

1-3	Communication Excellence	S.F. Bay Area	IDEA
11-13	NLP Practitioner Training	Biloxi, MS	SCI
18-24	Masters Class (By Invitation)	Pajaro Dunes, CA	IDEA
26-27	14 Day Practitioner Cert.(7 weekends)	Los Angeles, CA	NSC

OCTOBER

2-5	Master Practitioner First Weekend	San Jose, CA	NCA
10-14	Creativity and Mastery	Chicago, IL	SBA
16-25	Advanced Training	Pajaro Dunes, CA	IDEA
23-26	NLP & Ericksonian Hypnosis Integrated (Two - four day sessions)	Los Angeles, CA	NSC

Schedule Deadline for the Next Issue

July 15, 1992

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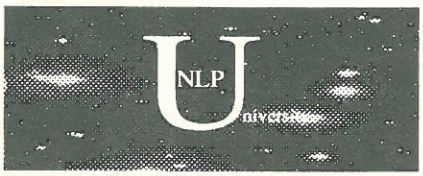
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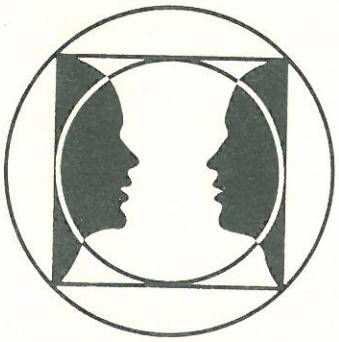
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The VAK Review of Books and Cards

Waiting for Vol. II

Since 1979 NLP faithful have been waiting for *Neuro-Linguistic Programming, Volume II*, the book which was supposed to answer all the questions not answered in *Volume I*.

Those folks badgered their booksellers with, "Is *NLP, Volume II* out yet?" But time passed, as it tends to do, people get distracted, and these queries got less frequent. New generations grew up unaware of the promise of *Vol. II*. Occasionally, however, when the planets are in conjunction and the neurons are aligned a certain way, someone will sigh, "I'll bet *Vol. II* could answer that."

Some people still hope *Vol. II* will come-in a cover that looks just like *Vol. I's* with an extra *I*. Some claim *Vol. II* is a hallucination (or an hallucination, if you prefer). Some say, "Let's be realistic. What are the chances of those five people getting together to write a book?" Waiting for *Vol. II* seemed like waiting for Godot.

At different times this writer held each of those opinions. Then, after a decade of reviewing NLP stuff for *The VAK*, I realized the truth-and the cosmic significance-of *Vol. II*.

Vol. II exists, and it's available at your favorite resource center. It exists, not in a dark red hard cover with a slip case and the title, *Neuro-Linguistic Programming, Volume II*, but metaphorically in many forms. It exists as the extensive array of books, tapes, and card games which have crossed my desk.

There was talk of non-proliferation during the 1980 campaign, but shortly thereafter we got deregulation followed by a flood of NLP materials, each from a different perspective, and each a chapter in *Vol. II*.

Yes, Virginia, there is a *Vol. II*. It lives in the heart and mind and 4-tuples of every trainer who ever trademarked a seminar title and wrote a book to promote it. It lives wherever people write or record time line techniques and submodality methods. *Vol. II* lives with every page the publishers and resource centers add to their catalogs.

Vol. II is not one book that is all things to all people. It is a Meta-volume with many covers-and contributors from coast to coast (and beyond). It has authors from A (Andreas) to (Genie) Z, including all the founders and developers.

Ask not, "Is *Vol. II* out yet?" Ask your pharmacist or *VAK* reviewer, "What's the right *Vol. II* for me?"

Robert B. Dilts, Todd Epstein, and Robert W. Dilts. *Tools for Dreamers: Strategies for Creativity and the Structure of Innovation.* Cupertino, California, Meta Publications, 1991.

This is a substantial book-400-page, hard-cover, 1.625 pounds. It looks and feels like a *Vol. II*. And it reads like one. In it the authors apply NLP tools to make creative processes more accessible and controllable-more turn-onable.

Most people know how to turn on a light switch, but they don't know how to turn on "creativity." Here is a step-by-step or submodality-by-submodality approach to the situation. Using the R.O.L.E. Model, the T.O.T.E. Model, the S.C.O.R.E. Model, the B.A.G.E.L., and the other techniques presented, a person can identify patterns of creativity and reproduce them.

Achieving "creativity" is not the end of the process. This book covers the three "Walt Disney" stages of creating. The Dreamer generates and selects ideas; the Realist figures out how to make those ideas work; and the Critic decides whether they are worth doing.

Tools for Dreamers is based on a creativity workshop the authors conducted in 1983. It includes interviews with composer Michael Colgrass and inventors Lowell Noble and Bjorn Rorholt.

One clue that this is a true *Vol. II* is that it has no index. Otherwise, this is a practical and thorough approach to creativity and innovation. The authors are so confident the reader will be creative that they tell how to protect the results with patents, copyrights, and trademarks.

Ragini Elizabeth Michaels. *Facticity: A Door to Mental Health and Beyond.* Facticity Trainings, Seattle, 1991.

As a result of idiosyncratic perceptions and transderivational searches, NLP is different things to different people. For example, Ragini Michaels, who has been involved with NLP since 1979 writes "the NLP model remains a closed system with no way out of the mind itself." John Grinder, who has been involved even longer, said, "There is no mind."

Michaels adds meditation and mysticism to NLP and Ericksonian hypnosis as a way to help people achieve mental health, i.e., "more joyful, loving, creative and responsive experiences of living."

With experience in both arenas, Michaels concludes that with NLP "everything *is* better, but it's still not enough. . . . meditation does work, but seems to take forever and doesn't solve all the psychological problems." Her answer is Facticity-recognizing and accepting opposites, getting beyond thinking

to sensory experience, and using NLP tools on the psychological problems.

Her approach to creativity, for example, is not quite the same as the strategy and physiology approach of Dilts and Epstein. She says, "I know, experientially, that creativity was not made to happen by me. And what's more, when I try to "make it happen", failure is certain to come. The creativity only arises when "I" am out of the way, creating an inner environment that seems to invite this phenomenon to flow and express itself in its own way." Different perceptions, different styles. Or are they? Dilts and Epstein start with not knowing, and somehow that seems to be related.

Michaels provides optional hypnotic trance passages in italics. The unitalicised portions use Milton Model language, and many of the drawings are pattern interruptions, so the whole book seems to be in one way or another hypnotic. She makes some questionable generalizations, and arrives at some debatable conclusions. She has gone to a lot of effort, for which she deserves the experience of a pat on the back. However, this reader is wondering if Facticity is something different or something familiar with a new name. It's hard to tell.

Cards

Robert B. Dilts. "Wisdom Series Notecards." Dynamic Learning Publications, Ben Lomond, Calif. 1992.

I'm not an art critic, but I play one in *The VAK*, and I'm the only one I know who reviews cards. But this is art.

For these cards Robert Dilts has drawn portraits of five wise men, Einstein, Bateson, Erickson, Feldenkrais, and Lincoln. Each card has one of these portraits on the front and a quotation from the subject inside.

The quotes are compelling and the portraits impressive. The drawing of Albert Einstein is outstanding. Looking at it is like being face-to-face with a live Einstein-except that the picture is flat, black and white, and about four inches high.

Robert Anue. Zebu The Hypnotic Language Card Game. Robert Anue, Portland, Oregon, 1992.

Picture this. You're at a casino for some action. You step up to the blackjack table. You look at your two cards, then say, "People can, you know, change habits easily and comfortably. Hit me." The dealer gives you another card, and you say, "You probably already know many ways to feel good without smoking. I'll stand" The dealer turns over her cards, deals one more, and says, "You might notice the feelings in your feet as you relax completely. I'll pay 20."

This sort of thing might happen if casinos started using Zebu cards, the latest thing in training aids . At $14.95 per deck they're not likely to, but wouldn't it be fun if they did?

It takes twelve Ericksonians to change a light bulb, eleven to tell how Milton would have done it. He probably wouldn't have done it with Zebu cards, but, hey, this is the 90s.

On each Zebu card is a regular playing card designation, an Ericksonian language pattern, an explanation of that pattern, and example of it. There are 52 patterns, "I'm wondering if . . ." through "I wouldn't tell you to _____ because . . ."

The rules are simple. Play any card game, but before you play you must use the language pattern on the last card played. Before starting, all players must agree not to take the suggestions and embedded commands seriously.

The purpose of Zebu is to teach those 52 Ericksonian patterns. If you play it enough then you should learn those patterns.

Bruce Dillman

Notes on IANLP Conference

Douglas Sauber took office as President of IANLP at the annual conference in April in Orlando Florida. The new President-elect to begin serving in 1993 is Theresa Robbins. The Vice-President of Programs is now Martha Wigglesworth.

This years conference attracted 225 attendees. The 1993 IANLP conference is scheduled for April 23-25 at Snowbird, Utah. For information contact IANLP at (317) 636-6059. The next issue of The VAK will feature a more in-depth coverage of this year's conference, including excerpts from the key-note address by Jean Houston, Ph.D.



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Hypnotic Language Patterns

continued from page 2

your communications. When I started learning these patterns from Kenrick Cleveland he would say "Use these patterns, and you'll achieve results." To make many messages, all at different logical levels, work together is truly exciting. Can you ...remember, as a child learning... a new skill that so enticed and thrilled you that you had to ...do it... every day for months until you were distracted by another, even more startling new discovery? Yes, that's exactly how I find my experience, even today, as I ...learn new use for these patterns.

Now, at the outset, it may be easier to assemble the patterns on paper first. Writing gives you time to compose new strategies, and this way you can easily build on your previous examples. For each pattern, there is a way to set up a workbook page that will help you make your words align with your new patterns. Soon you'll be reading these aloud, and from there they can flow down naturally and elegantly into your conversations. Isn't it great to master a new skill, and begin to notice where you get excellent results?

Embedded Commands:

Embedding commands is a strategy for uniformly marking certain words within a conversation as different. Once marked, this group will convey a message of its own. The words or phrases may be marked out by a speaker's shift in tonality, a turn of the head, a hand gesture, by a pause before it, or combinations of these.

As you know, your mind is marvelous at recognizing patterns and attaching meaning to them. What this means is that the group of commands marked out within a body of language will be recognized, and responded to, as independent of the rest. The meaning of the embedded message may be consistent with the body of language in which it is "hidden", or it may be something entirely different. Bandler and Grinder's book, Patterns of Hypnotic Techniques of Milton H. Erickson, M.D., Volume 1 is an excellent source of information on this strategy.

A way to practice constructing embedded commands, is to design a workbook page for yourself that prompts you to select a group of verbs, and short verb phrases, and then include them in several sentences that make up a paragraph. Nouns may be marked out as well for directing attention. Keep your commands to simple one, two or three word phrases. Review your list of commands, as a group, make sure they add up to a direct message or task to perform. Notice how this has been done all through the above text. Example:

scratch: We haven't begun to **scratch** the surface of this body of skills.

nose hand: Who **knows**, you may get a **hand** from a friend as you learn.

nose right: Your mind **knows** what's **right** for you, and what will be handy.

rub nose: The real **rub** comes if you don't learn what each master **knows**.

reach the point: You want to **reach the point** where using this is automatic, right?

As you can imagine, your decision to ...learn about ambiguities... can play an important role in your ability to ...develop powerful embedded commands. Do you see my point?

When you practice by reading these out loud, each time you say a command mark it out the same way. First practice with a hand gesture. For each command try making a cutting motion with your hand, like a gentle downward karate chop. Next read them out loud and on each command change your tonality. Mark these commands by making your voice consistently louder and lower in pitch. Then read these again, and with each command, move your head as if to ...direct the commanding words... at a specific person. This latter method is very powerful when combined with a tonal shift. To the listener, it is as if you are having an entirely different conversation with them, and in fact you are!

Get feedback from your practice partners on the effect of your commands, and adjust them accordingly. With practice you will be able to elicit all kinds of behaviors from listeners irrespective of the surface content of your conversations.

Double Binds

You can deliberately develop skill with double binds, or simply begin using them and learn as you go along, and how you decide is a matter of personal choice and interests. What areas of your communication are you interested in improving? Double binds are so much fun to use, because they give choices that all yield the same result.

Constructing double binds

involves two or more ways of achieving a desired result and a re-directing question you can tag on the other end. Strictly speaking, the re-directing question on the end isn't necessary, except that without it the bind is often rather obvious, and may elicit some resistance. Whether you want to use a re-directing question or avoid eliciting resistance another way is up to you. The real question is, how easily do you want to influence your clients?

A similar workbook page can be used for constructing and practicing your double binds. Create two columns of phrases. Compose two alternatives suggesting the same action or result, and separate them by the word "or". Create a third column for a re-directing question. Example·

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Alternative #1.	or	Alternative #2.	Redirect question
You can learn this here,	or	master it on your own.	Aren't these skills useful?
Whether you see this is of value	or	just want to use it,	You want more, right?
Should you buy this now,	or	take it home today,	it's the blue one, correct?
If you make this change now,	or	in the next ten minutes	you can improve it, right?

Experiment with several different ways to begin your double binds, as well as re-directing tag questions. Having a variety of structures will prevent you from giving away the pattern to your listeners. Your double binds are also a natural place to insert embedded commands. Write out several dozen double binds with embedded commands, all referring to learning and using your NLP skills. Swap lists with your ...practice... partners, then ...perform each other's work out loud. This not only exposes you to new ways to ...approach this skill..., it also provides you with hundreds of suggestions to ...learn and improve this skill.... Which do you want to do most?

After you have written both embedded commands and double



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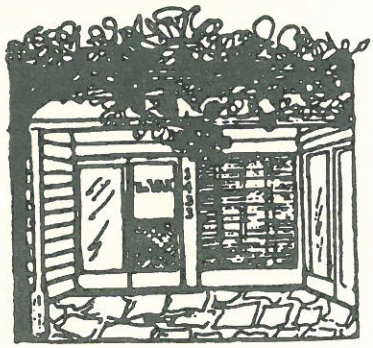
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binds, and rehearsed with your new patterns, select several for a five day "Mastery" period. during this period, ...use these patterns... over and over again. Start with simple commands, so that you become comfortable with the shifts in tonality or other analog marking. Then choose sets of patterns that will covertly generate obvious physical behaviors in others. In this kind of practice program you can get an immediate indication of the effectiveness of your commands and binds.

I challenge you to make your commands so obvious that someone notices, and comments on them. You will be astounded by how overt a command can be before it is consciously noticed. If someone does comment on your language, just laugh it off as a fluke. Unless they have an advanced NLP training, 99% of the population do not track more than one line of meaning in any communication. Have fun as you ...explore the responses... of those around you, or just try these ideas out until you ...discover an even better way... to influence others. However you do it, ...enjoy... using what you learn. After all, it only makes sense to have a good time, don't you ...agree?



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IMPERATIVE SELF ANALYSIS TRAINING

THE ONLY TIME THIS PROGRAM WILL BE OFFERED IN THE EASTERN U.S. THIS YEAR! Begins June 1992.

Unearth the driving forces in your life and the lives of your clients and determine what makes you and them tick. Experience personally and design for others interventions promoting thriving life fulfillment so that you can BECOME THE DESIGNER OF THE REST OF YOUR LIFE. Explore and analyze your core patterns to unlock the heart of your personality. Explore and analyze your core patterns to unlock the heart of your personality.

FINBARR NOLAN RETURNS! - FOR A *NEW* SEMINAR
Healing from the Outside In and Inside Out

Awaken and utilize the mind-body connection for healing as you experience the powerful combination of Finbarr Nolan's internationally renowned touch-healing and several of the newest and most effective methods from the frontiers of mind-body healing. Come participate with us and learn new healing and health-promoting skills that can be applied both personally and professionally.

Presented jointly by: RICHARD CLARKE, Ph.D., NLP Trainer, founding Director of the New England Institute for NLP, past-president of IANLP and one of the first successful modelers of Finbarr's healing process, AND FINBARR NOLAN, celebrated Irish healer who has practiced his healing art in Ireland and Europe for over thirty years. He is the subject of a BBC documentary and a number of NLP modeling sessions in this country. September 11-13, 1992 in Hartford, CT.

COMBINE VACATION WITH LEARNING!

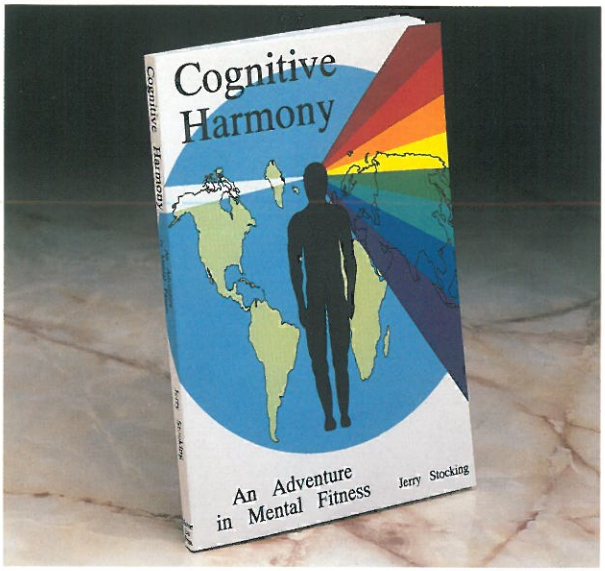
ERICKSONIAN HYPNOSIS RESIDENTIAL CERTIFICATION

This August spend two weeks by the waterfront at beautiful, secluded, Wainwright House in Rye, NY

You can RELAX AND LEARN with us on Long Island Sound, August 8-21. Go beyond the limitations of your conscious mind and acquire the skills of Ericksonian Hypnosis that you can use personally and professionally as you enjoy this beautiful location with five acres on the waterfront, 45" to NY City, fine cuisine, relaxed atmosphere and plenty of free time to enjoy the sunshine.

Utilize your innate creative talent for communicating, for telling stories which effect long-lasting changes. This comprehensive training will present the fundamentals of Ericksonian Hypnosis in a carefully sequenced format, giving you a set of approaches, resources and skills that will allow you to deal much more creatively and effectively with your own and your client's needs. Come to this 78+ hour training to achieve behavioral competence.

New England Institute for Neuro-Linguistic Programming
125 Pratt Corner Road, Dept VAK
Amherst, MA 01002-9606 • 413/259-1248



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. Mentally fit people enjoy life more, 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?
* How can you live in the present and which of your senses (VAK) keeps you in the present?
* What is the importance of "novelty" in your life and how can you practice adding novelty to your life?
* What specifically controls the quality of your life and how can you increase the quality of your life?
* What would happen if you expanded the frame of NLP to encompass spirituality and the quality of your life?
* How can you effortlessly and playfully bring this expansion about?

I understand that my book will be signed and numbered and shipped within two weeks. Enclosed is my payment in full in the form of a **check, made payable to Moose Ear Press, P.O. Box 335, Chetek, WI 54728,** or my credit card information (below).

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