

THE VAK INTERNATIONAL NLP NEWSLETTER

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The VAK Interviews Robert Dilts

PART 2

Robert Dilts is a man of many talents who has been involved with NLP since college days when he changed his major to politics and found himself in John Grinder's classroom shortly after the Meta Model was developed. In our last issue, Robert recounted some of his experiences in the early days, almost ten years ago. In the conclusion of this interview, he discusses some of the projects he is engaged in now.

I've got three or four books I'm in the process of working on. The most imminent one is *Advanced NLP*. In addition, there's a book called *Sleight of Mouth*, which is the language of belief systems. We're going to take impactful written and spoken material throughout history, starting with the ancients and moving up through people like Christ, like Socrates, looking at them from a different point of view than the Meta Model, and coming up through to great debates and great speakers, both on the positive and the negative side. We would be looking at the Kennedys as well as the Hitlers, and Martin Luther Kings. Words that influenced the beliefs of generations to find out, what is it that makes this set of words different from another set of words.

In many cases it's the language. Clearly, there's a lot of nonverbal involved, but for most people today, at least English-speaking people, what's been handed down from Jesus Christ the words that sent the people out on the crusades were the King James version of the New Testament. So we want to look at those and see what is it about these that makes them special. They still have influence, and it clearly is not going to be in the meaning of the

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A Model for Cancer Treatment

By Gianni Fortunato

This model is derived from my experience with physical ailments with some refinements to take into account some written and oral reports of self-cures.

I am testing it in one "terminal" case of cancer of the liver with methastases spread in the coasts. The results seem good. It is my wish that other researchers try it, report on their results, and suggest modifications from their experience. Although it can look very simple in structure, there are some subtleties here and there and, in my view, it can be considered a highly sophisticated tool.

The bare structure of the model is presented as flow chart in figures 1 and 2. Figure 1 is a scheme of the first intervention, which can be subdivided in more than one session. Figure 2 shows what to do in the follow-up (supposedly weekly, but it allows for longer intervals).

Let's take the model step by step. All you need to use it is signals from the various "parts" and from the

Continued on pg. 3

Satir Keynoter for NA/NLP Meeting

Virginia Satir, "the Columbus of family therapy," will be the keynote speaker and conduct a workshop at the second conference of the National Association of Neuro-linguistic Programming in Denver. The NA/NLP conference June 14-16 also features workshops, special interest groups, a business meeting and election.

You'll find a complete list of the workshops on page 14, and for your further elucidation, The VAK presents this guest editorial by Donna Burke, Public Relations Chair of NA/NLP.

GENERATING OPTIONS:

The Friendly NLP Universe

By Donna Burke

It's more than tasting the clear mountain air.

It's more than refocusing the lens through which you look at some of the most intriguing situations in your work.

And it's more than spending three days with people who are as creative and eager to learn as you are.

It's even more than hearing Virginia Satir.

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NLP or ESP or What's in the Hat?

By Sherry Edwards

Woody and Sherry Edwards have organized the first ever NLP ESP modeling workshop to be held in April in Key Biscayne, Florida, with John Grinder and featuring Uri Geller. How did this happen?

It all began appropriately enough in a looking glass. We were shopping for that special something to take on our trip to California for John Grinder's first modeling workshop. There it was in the window - an extravagant western hat with a large

purple plume. My husband, Woody, said, "It's you. We'll take it."

Little did we know that an adventure was about to begin which would change our lives forever, and now, maybe yours, too.

I enjoyed the reflection of the elegant purple feather on the hat, on my head, in the mirror. It was hypnotic.

The day arrived, and our plane would soon depart. As I raced through the living room on my way out the door, something caught my eye. I

Continued on pg. 4

DIALOGUING *and* SHARING

Who & What Specifically

Special Notice

In a short two years, firewalking has gone from a mysterious tropical ritual to an American fad. Fads, of course, breed entrepreneurs as well as customers, and many NLPeople, observing someone leading the firewalking process, have said to themselves, "I could do that." Some have done so and run into problems of copyright infringement.

According to Tolly Burkan of Twain Harte, California, Sundoor, Inc., owns a copyright on the firewalking format on overcoming fear and limiting beliefs. If you want to use this popular format, contact Sundoor, Inc., Box 1738, Twain Harte, Calif. 95383. Use without permission is prohibited.

Apparently there has been some misunderstanding about use of that format, and Burkan wants to make it explicit that Tony Robbins and others have paid for the right to use the format. Some have used it without permission and run into legalities.

If you are interested in the current literature on firewalking, check with Sundoor, Inc., about their quarterly newsletter. The phone number is 209 586-1609, and they're open from 10 till 2 Pacific time.

EPSTEIN

Todd Epstein is president of Dynamic Learning Center of Ben Lomond, California. Todd is co-founder, with Richard Bandler, of the field of Pragmagraphics. Noting the recent interest in Sub-modality training, Todd writes that "Sub-modalities is one part of the Pragmagraphics model.

"Pragmagraphics was developed as a response to the need to answer questions we had about the human modelling process, thinking and behavior that were not available as part of the NLP experience.

"In addition to Sub-modalities, Pragmagraphics includes models for understanding the structure and creation of beliefs, threshold patterns, "the swish pattern," ideomatic language, and the discovery model for utilization of the Meta Model.

"People who are interested in Pragmagraphics (Sub-modalities) can come to the source. We will be presenting programs on this new modeling process in several major U.S. cities and in Europe."

LABORDE

Dr. Genie Laborde tells The VAK that her new book, 90 Days to Communication Excellence, is now available from Syntony Publishing. This is a 90-day workbook designed as a follow-up to Influencing with Integrity and Communication Excellence seminars. It sets out a specific task each day for 90 days.

Beginning with simple sensory acuity exercises, 90 Days to Communication Excellence takes a person through more complex processes, into strategies and eliciting and dovetailing outcomes.

Using a diary approach the book provides incentive and direction for longer-term practice and integration of NLP skills.

Genie tells us her book, Influencing with Integrity, is into its second printing and still going strong.

ENTERLINE

Dr. Esther Enterline of New York does get around. In 1984 she presented workshops on NLP and on Marital and Sex Therapy in Israel at the invitation of the Israeli government. She also had a successful NLP seminar in China and has been asked to train Chinese professionals in 1985. Contact her at 212 865-9648 if you wish to participate.

LEE

Dr. Scout Lee of Stillwater, Oklahoma, writes, "My latest book, titled *I Will Speak*, is now available through Excellence Unlimited, Inc. Because it reflects my own visions, experiences and teaching stories, I consider it to be my most heartfelt work. *The Challenge of Excellence, Vol. I: Learning the Ropes of Change* has had enormous sales and excellent reviews. It clearly presents 'The Excellence Principle' utilizing NLP, full body calibrations and Tracking. In our Master Practitioner advanced trainings I'm utilizing NLP to reveal the Shamanic way of seeing and the mystery of creation. Participants learn the impeccable 'warrior's path' and understand that impeccability is the efficient use of energy in all forms of nature. Our 1 to 3 day 'Celebrations of Natural Excellence' and 7-day 'Challenge of Excellence' camps continue to have national and international appeal ... and the circle of 'Excellence Players' has grown significantly."



etort

By Bruce Dillman

A special VAK thanks to the fine folks who have demonstrated their faith in The VAK by submitting articles, advertising, and listing seminars.

Speaking of articles, imagine my elation to open an envelope and find, "Dear VAK Editor: I submit the following article for publication in the VAK."

****HOW TO BECOME AN NLP TRAINER****

Then imagine my chagrin upon discovering the only signature was, "The NLP Gadfly."

For one trained in the Kansas journalistic tradition, that's too non-specific for publication. There are at least several NLP gadflies. "So what?" some will say, "What's the big deal about anonymity?" Some even dared us to print it, because it was kind of cute and poked some fun at trainer selection processes.

Then someone said, "If this weren't from the wrong kind of computer, people might think you wrote it." And rightly so. For the past five issues, you could assume I had written anything unsigned, because I had. Do I want you to suspect I wrote a line like "...historically this method has been 100% successful in the past."? No. Would the inventor of the Meta Model Violation Summons and organizer of the International Phobia Cure-Off, take the chance that someone might think he was responsible for backward reasoning like: "The methods below are listed in order of their effectiveness.

1. Marry one of the developers of NLP."

Of course that population is not large enough to be statistically significant, and obviously developers of NLP would marry only people qualified to be trainers.

Would I use a phrase like "Pace and lead the monetary representational system..."?

Oh, well. Reframing is where you find it. The VAK welcomes your articles, listings, ads and subscriptions as long as we know who you are.

Bruce Dillman of Lincoln, president of Outcomes Incorporated, is a raconteur and bon vivant. He has been The VAK Staff for a long time.

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A Model for Cancer Treatment

Continued from pg. 1
whole unconscious mind.

First Intervention

Steps 1-2-3. This is a normal six step reframing of the parts causing cancer, which can be more than one. In my test case there were two.

Make sure new behaviors are available, if not, use an unconscious New Behavior Generator, and make a contract which includes stopping cancer immediately.

Step 4. Check for the agreement of all the parts and look carefully for a deadly (suicidal or wanting death) part. If you find any, you must get rid of it. Try reframing. If it does not work, you have other solutions.

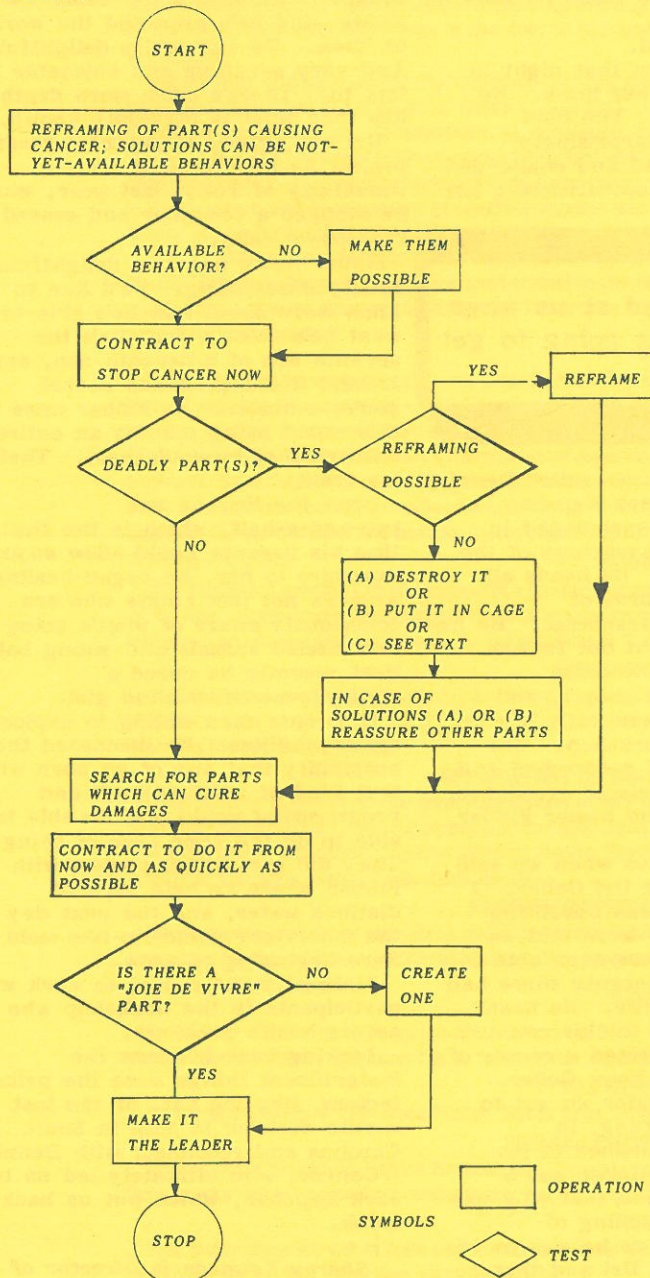


FIG. 1

Continued on pg. 7

THE NEURO LINGUISTIC PROGRAMMING CENTER FOR ADVANCED STUDIES

presents

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A Meta Program is a model of the systematic patterns demonstrated in the ongoing interactions of sorting principles, closely held criteria and context, by which an individual adopts and maintains generalizations and beliefs. Meta Programming provides a technology for coding the structural and functional elements of an individual's behavioral presuppositions. Becoming sophisticated in this technology provides a means of choosing 'realities' and evolving beyond yourself.

The difference that makes the difference between mediocrity and excellence in your training experience is the amount and quality of ongoing personal attention and feedback you receive. The NLP Center for Advanced Studies has become known for establishing and maintaining the highest standard of quality in training programs. Lynne Conwell, Director of Training, will be present every day of this program to ensure the care and continuity required to develop your expertise to the fullest.

Dates: August 5-9 and 12-16, 1985

Location: Sausalito, California

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These 10 days will be considered as credit towards the Meta/Master Certification. Participants must be certified at the Programmer Level or equivalent.

For more information, contact The NLP Center for Advanced Studies at (415) 927-0511

NLP or ESP or What's in the Hat?

Continued from pg. 1

moved to my right, almost unconsciously, because the seam in the large mirrored wall interrupted the reflection of my purple feather. I had almost left my new treasure behind on the big pine chest.

We got so involved in the workshop that I forgot about the hat. Then one morning I awoke, and the first thing I saw was the purple feather on my hat reflected in the mirror. I took it with me, but my attention was so focused, I threw it in the corner with my cape over it.

John's model that day was composer Michael Colgrass, and as part of his presentation he created an illusion with an imaginary feather. Michael's eyes were closed, and someone asked him what he was seeing.

What happened next was incredible to me.

He paused, then moved to the right, because, he said, there was a split, like a seam, blocking his vision. Then he said he saw a purple feather, which was also unusual, because when he had done this exercise before, the feather was always white.

Was Michael seeing my thoughts? When he started playing with his imaginary feather, I had flashed back to the last scene at our home - the purple feather and the seam of the mirror.

I was standing next to John and began shaking him excitedly as I told him what had just happened. He suggested that, instead of blurting it out, as I was about to do, we should explore it further by ferreting out more information from Michael. Woody and I asked him what else he saw around the feather. He strained his closed eyes and said the feather was sitting on a dark wood floor. Well, it was a big pine chest.

Could it be coincidence, or was Michael really seeing my purple feather on our pine chest?

We were communicating nonverbally. Was it sensory acuity or extra-sensory acuity? John asked us to continue our exploration in such a way that we could qualify our discoveries. The stage was set.

A couple of thoughtful weeks later Woody woke up and said, "NLP or ESP?" Naturally, I said, "What?" (I am not a morning person.) He repeated, "Was it NLP or ESP? Is there a connection? Does one stimulate the other? Let's do a workshop. We'll use NLP technology to model someone with documented ESP capabilities. But whom?"

We chose our first models of excellence in ESP from people we had experienced personally and whose writing we had enjoyed. We planned a trip from Miami to New York and

Boston to finalize plans with our models. At the last minute we decided to make a stop in South Carolina where John was doing an NLP and Hypnosis workshop. There we reconnected with Dennis O'Connor, an old friend in NLP circles from Miami who was enthusiastic about our idea and said he'd like to help.

At our first destination our trance medium model was willing, but surprisingly skeptical about NLP. What a reversal that was.

At the home of our next model, we learned she had died while we were en route.

Were we depressed.

We decided to camp that night in the mountains near her home. We hardly spoke at all. The next morning we awoke surprisingly refreshed, undaunted and challenged by the thought of reconstructing our workshop.

People laughed at us when we said we were going to get Uri Geller.

When we returned, we called Dennis, who contacted Dr. Jack Kapchan, an anthropologist and psychologist in the Department of Psychology of the University of Miami. He heads all the research in the area of parapsychology or paranormal. He had many contacts and put out feelers. I wrote letters and made calls.

Six months, twelve people, and maybe a hundred phone calls later we had a spectacular workshop. The creme de la creme of researched and documented ESP models of excellence. Psychic Uri Geller and healer Finbar Nolan.

People laughed at us when we said we were going to get Uri Geller. I don't know if there was something magical, although we were told we were fortunate we were even able to get hold of Geller, because there had been threats on his life. He hasn't even been appearing in this country.

Jack Kapchan contacted a couple of people he knew who knew Geller. Literally six people later we got to his agent, Shippi Strang, in Connecticut. We explained to him that we thought Uri Geller was a model of excellence and that NLP was involved with the modeling of excellence. He told us he was on his way to Israel to see Uri and that he could contact us and let us know how he felt about it.

A couple of weeks later we got a letter from Shippi from London saying

Uri was interested, those dates were open and would get in touch with us to learn more about what we were doing.

About a week or so later I got a call from the agent. I returned the call, and Uri Geller answered the phone. It was delightful. I explained what we were doing. He said he was enthusiastic about it and would like to know more about it.

He agreed to come down, and he'd let me know his schedule. Since then I've spoken to him in Israel, London, China. He's done a few cable TV shows, and he's promoted the workshop on them. He was really delightful. And very sensitive and enjoyable to talk to. There's much more depth to him than what is commonly known.

Uri has agreed to repeat a research project he performed at the University of Tokyo last year, when he stopped a computer and erased the tape psychically.

Finbar Nolan was just delightful. So totally unassuming. He'd like to know more about how he's able to do what he's able to do. He's the seventh son of a seventh son, and in Ireland that legend has it that you're a healer. So Finbar came into this world being told by an entire country that he could heal. That was his reality.

From the time he was two-and-a-half, which is the first time his parents would allow anyone exposure to him, he began healing. And it's not just adults who are consciously aware of what's going on. He's healed animals and young babies. Most recently he cured a medically-certified blind girl.

He's more than willing to explore his capabilities. We discussed the possibility that any of us born with that kind of reinforcement and programming would also be able to be able to do the same type of thing. They did a research project with Finbar where he held vials of distilled water, and the next day in the laboratory penicillin-like mold were beginning to grow.

Finbar has requested to work with participants in the workshop who have severe health problems.

Looking back it seems the insignificant things were the primary factors, like the hat, or the last minute decision to stop in South Carolina and reconnect with Dennis O'Connor, who ultimately led us to Jack Kapchan, which put us back on track.

Sherry Edwards is Director of The Center of NLP, 7840 S.W. 124th Street, Miami, Florida 33156, 305 238-0858.

DYNAMIC LEARNING CENTER

NEURO-LINGUISTIC PROGRAMMING

ROBERT DILTS

DIRECTOR OF TRAINING & RESEARCH

&

TODD EPSTEIN

PRESIDENT



The Directors of the Dynamic Learning Center have a long history of training and designing learning programs for applications of Neuro-Linguistic Programming. Todd and Robert have worked very closely with the co-founders of NLP, Richard Bandler and John Grinder, and have had the unique experience of being trained personally by them. Together they have been involved in some of the most recent developments in the field of NLP and have been instrumental in the implementation of these skills and techniques.

Robert and Todd have taught NLP nationally and internationally to numerous groups of professional communicators. Together they have developed the concept of Dynamic Learning — a revolutionary approach to teaching NLP. As Co-Directors they are deeply involved with the commitment to excellence and quality, which are the basis of the Dynamic Learning Center.

Todd Epstein is President of the Dynamic Learning Center and co-creator (with Richard Bandler) of the field of Pragmagraphics (Sub-modalities) — a new extension of the NLP technology. In addition to being Co-Director of the Center, Todd has been involved in the research and development of new NLP models and is currently conducting seminars and consultation in NLP. He is also author of the forth-coming book, *Pragmagraphics*.

Robert Dilts is co-author of *Neuro-Linguistic Programming, Volume I* and author of *Roots of NLP* and *Applications of Neuro-Linguistic Programming*. An expert trainer in the field of NLP, Robert is currently the mainstay of Behavioral Engineering, a computer software company utilizing NLP. Robert has been involved in NLP since its beginning in 1975 and has done extensive consulting and training.

THE CENTER

The Dynamic Learning Center is an organization devoted to providing high-quality training and consulting in the field of Neuro-Linguistic Programming (NLP). Founded by Todd Epstein and Robert Dilts, former Directors of Training and Research for Not Ltd. and the Society of Neuro-Linguistic Programming the Center's main focus is personal consultation and the presentation of NLP seminars. Todd and Robert's many years of experience, teaching and designing applications of NLP to the fields of Therapy, Business, Sales, Medicine, and Education, makes the Dynamic Learning Center uniquely qualified to offer all of these diverse services under one roof. By providing customized services that are tailored to the needs of you or your organization, the Dynamic Learning Center can offer the best and most personalized service anywhere, whether you desire one-to-one consultation or a full Training Program.

SEMINAR SCHEDULE

The Dynamic Learning Center schedules a limited number of unique seminars each year. We try to make each on the very best of its kind. As you know the quality of the trainers can make all the difference to a successful seminar. For that reason, ALL of our seminars are presented exclusively by Robert Dilts & Todd Epstein.

ADVANCED NLP & EDUCATION

A 2-weekend program, **March 30 & 31** and **April 13 & 14**, that will present Advanced Applications of NLP for use in the classroom and at home. We will cover topic areas ranging from-strategies for specific areas to techniques for over-coming learning blocks. **Sacramento.**

APPLICATION OF NEURO-LINGUISTIC PROGRAMMING

This seminar is based on the book *Application of NLP* by Robert Dilts. It will be a unique opportunity to meet the author and learn directly from him about applying NLP to many fields. It will include applications to: Business Communication, Sales, Use of the Meta Model, Education, Creative Writing, Health, Family Therapy and Interpersonal Negotiation. Each participant will receive a copy of the book. **Santa Cruz, April 25-29.**

PRAGMAGRAPHS (SUB-MODALITY TRAINING)

This program will cover the latest developments in NLP and offers the most in-depth study of the techniques and modelling processes for the utilization of Sub-Modalities. This program will be presented in **New Jersey June 6-10**, in **Dallas, September 5-9**, and **Santa Cruz July 25-29.**

HYPNOSIS & NLP

A five-day Certification Program that will cover NLP & Ericksonian Hypnosis as presented in *Patterns of the Hypnotic Techniques of Milton Erickson I & II*. **Santa Cruz June 26-30.**

THE STRUCTURE OF MAGIC

An in-depth study of the Meta-Model. **Santa Cruz, June 13-16.**

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This residential training will be for both the General Practitioner Level training (track I) and Master Level training (track II). Both tracks will be presented concurrently. **Santa Cruz, August 1-23.**

ADVANCED NLP

This 5-day program will include topics such as: Belief Systems, Structure & Creation, Advanced Sub-Modalities and Sleight of Mouth Patterns. **San Francisco, October 10-14.**

For more information, further details, or consultations call or write the Dynamic Learning Center, P.O. Box 1112, Ben Lomond, Ca. 95005, (408) 336-3457.

The Outcome Effect

By Michael Eric Bennett

My colleague Donna Wilson recently brought to my attention something that I had never noticed before, to wit: assisting someone to frame a well-formed outcome is sometimes sufficient in and of itself to enable them to begin to move toward their desired state. That is, once the outcome is established, no further interventions (e.g., collapse of anchors, reframing, strategy work) are necessary to get the person on their merry, evolutionary way.

Donna has witnessed this phenomenon, which I'll rather dramatically christen "The Outcome Effect" (TOE!), in several people she has worked with. Once she pointed it out to me, I found several instances of it in my own work. We suspect that many other members of the NLP Community have also noticed TOE, but have we noticed that we've noticed?

Donna and I have become quite curious about TOE, and we wonder such things as

- How does this happen?
- Can we predict when it will/won't happen?
- Are there types of clients and/or present states which inhibit or promote TOE?
- Can we, as NLPeople, isolate

techniques which will promote TOE in our clients, friends, children, people on the street, etc.?

Frankly, at this point we don't have any answers. In one case where TOE occurred, the person had been "thinking about" a rather vague outcome for a "long time." As we know, however, "thinking about" a change (even for a "long time") doesn't necessarily mean that it will take place, so this doesn't seem to be a very strong lead. In another case, when asked the traditional As If question, "What was the first step you took toward achieving your outcome?" a person replied, "Oh, I've already done it," and went on to give the content of that first step.

If you're a Time Model fan, note the shift from the past tense of the As If Frame (which the individual had faithfully maintained) to the present perfect tense in his response to the final question. I have verified that this person continues to move toward his desired state, so can we take the tense shift to be a clue as to when TOE will occur? Time may tell!

Donna and I would like to encourage our fellow NLPeople to be on the look-, listen-, and feel-out for TOE, keeping in mind the questions asked above, and asking questions of your own. We would also like to solicit reports on TOE; if we detect any generalizable patterns, we will try

to make them available through a future VAK article for you to use, test and refine.

Happy hunting!

Michael Eric Bennett (and Donna Wilson) can be contacted through The Department of Linguistics and Languages, Michigan State University, East Lansing, Michigan 48824-1027.

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NILP

A Model for Cancer Treatment

continued from pg. 3

In my test case there was one "deadly" part which apparently was not one of those which originated the cancer, but did not want it to be cured. The result was that I was not able to reframe it. I remembered John Grinder talking of "putting demons in cages," and I used that metaphor.

Week after week I inquired (I was working in deep trance) about that part. The answer was that it was in its cage and slowly diminishing. Then it disappeared. Of course I had checked its origins and purposes and discovered that it came from a tremendous traumatic event with the sole purpose of dying.

There are methods to destroy one part or to have the unconscious mind disconnect it. Alternatively, if you know what the origin of the part is, you can make an intervention "at the root" and check the effect with the unconscious mind.

Steps 5 and 6. Search for the parts which can cure the body. This is important. Remember that six step reframing is not enough. In my test case, to my astonishment, the parts which had started the disease did not know how to cure it. I had to look for others.

From later developments of my test case, it seems to me that at this stage you can safely, and it is advisable to, use Simonton's techniques and fight the cancer cells. I even suggest that you have the unconscious mind declare war and engage everything it can - use a metaphor of a general alarm and have the immunological system work at the top of its possibilities.

Steps 7 and 8. This is something I have added, based on the experiences of self-cured people, so I don't know if it is really necessary. In any case it does not harm. Find or create one part to enjoy life and have the unconscious mind recognise it as the most important at least temporarily.

Weekly follow-up. Essentially, what you do is twofold. (1) Follow the process, helping whenever possible. I got very accurate diagnoses (always confirmed by echography), had to work on changing diet, taught methods for reducing the pain and the side effects of chemotherapy (which I dared not interrupt), checked the state and the desires of all parts. (2) Normal therapy to get the desired states, first of the unconscious mind and then of the conscious one.

State of the test case. The subject had been given

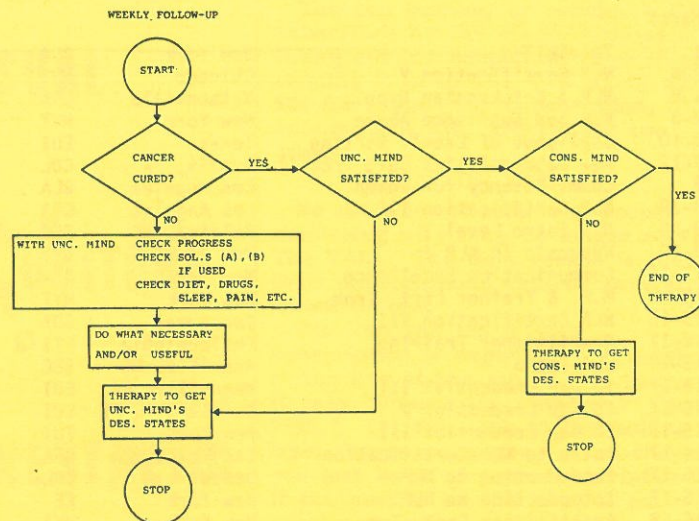


FIG. 2

a life hope of six months. One year has passed. We soon got the total disappearance of coastal methastases (announced by the unconscious mind before echography) and the liver cancer has stopped growing. As it is too diffuse for surgery, we (I, the patient, and her unconscious mind) are insisting on a complete cure.

Other developments. I have hints and signals that by similar model we could prevent the rejection of new organs by the body. Unfortunately, at the moment, for lack of resources (like time, money, clients and expert collaborators) I cannot follow this intuition. Does anybody want to do it?

Gianni Fortunato is a psychotherapist in private practice in Bologna and Milan, Italy. He is a Provisional Teaching Member of the International Transactional Analysis Association and a Master Practitioner of NLP.

Grinder, DeLozier & Associates presents

NLP PRACTITIONER TRAINING PROGRAM

Santa Cruz, California
July 5 through 30, 1985

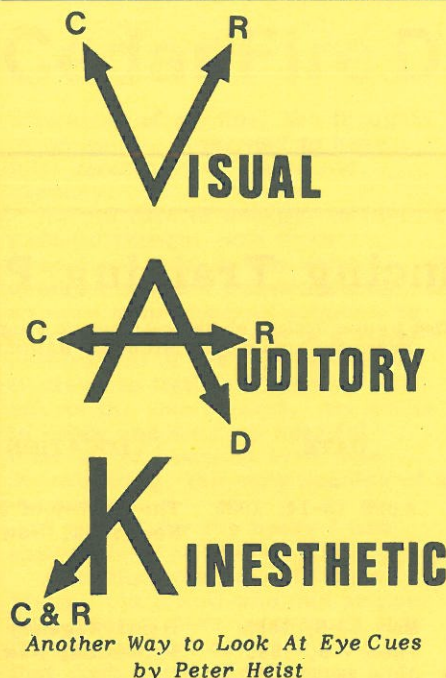
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Conducted by the highly skilled staff of trainers certified by G. D. & A. and trained by NLP co-founder and developer, John Grinder, the program covers the complete range of NLP patterns and techniques from the well established to the newest, most exciting innovations — a challenging, concentrated, rewarding experience!!

SCHEDULE OF NLP-RELATED SEMINARS

DATE	COURSE	LOCATION	CONTACT	DATE	COURSE	LOCATION	CONTACT
March				May			
1	TeleSkills	New York	GLA	2-5	Hypnosis in NLP III	New York	NYT
1-4	NLP Certification V	Chicago	MWI	2-5	Programmer III	Dallas	CAS
1-8	NLP & Ericksonian Hypn.	Watsonville	GDA	3-4	18 Day Credential V	Toronto	EUI
2-3	NLP and Substance Abuse	New York	NYT	3-5	Hypnosis Certification	Princeton	EI
3-10	Challenge Of Excel. Rafting	Texas	EUI	3-6	Adv Submodalities Cert Trng II	Chicago	MWI
7-12	Adv Submodalities Cert Trng II	Austin, TX	COL	3-12	NLP Pract. & Master Pract. Cert	Raleigh	SEC
8	Comm. Potency for Women	Los Angeles	GLA	4-5	Introduction to NLP	Denver	COL
8-10	NLP Certification III	Los Angeles	GDA	4-5	Trance-Formations I	Chicago	BU
8-10	NLP Intro Level I	Raleigh, NC	SEC	5-12	Challenge of Exc. Machu Picchu	Peru	EUI
8-10	Hypnosis in NLP I	New York	NYT	7-9	Communication Excellence	New York	GLA
12-14	Communication Excellence	New York	GLA	10	Comm. Potency for Women	New York	GLA
15	M.P. & Trainer Cert. Trng.	New York	NYT	10-12	18 Day Credential II	Meadville	EUI
15-16	NLP Certification VII	Vancouver	GDA	10-14	NLP/Ericksonian Hypnosis II	San Francisco	CAS
15-17	Practitioner Training	Philadelphia	PTI	11-12	Introduction to NLP	Philadelphia	PTI
15-17	NLP Intro	Ashville, NC	SEC	11-12	Introduction to NLP	San Francisco	CAS
15-17	18 Day Credential III	Meadville, PA	EUI	12-19	Chal of Exc. Super Bowl Camp	Stillwater	EUI
15-17	18 Day Credential V	Stillwater, OK	EUI	13-17	Tech of Inter-personal Infl	Princeton	EI
15-17	18 Day Credential III	New York	EUI	15-20	Strategies for Cooperation	Raleigh	SEC
16-17	Intro to NLP/Certification. I	San Francisco	GDA	16-19	Programmer IV	Los Angeles	CAS
16-17	Introduction to NLP	Denver	COL	17-18	Treatment Issues: Alcoholism	Chicago	MWI
16-17	Introduction to NLP	New York	EE	17-19	Women and Power	New York	NYT
16-18	Practitioner Cert. Trng.	New York	NYT	17-19	18 Day Credential V	New York	EUI
16-19	Programmer I	Dallas	CAS	17-20	Adv Submodalities Cert Trng II	Boston	COL
18-23	Final Master Pract.in Exc.	Toronto	EUI	17-20	Practitioner Training	Philadelphia	PTI
21-24	Programmer I	San Francisco	CAS	18-19	Belief Systems & Your Health	Palo Alto	SR
22	Performance on the Inside Track	Vancouver, B.C.	SEC	18-19	Trance-Formations II	Chicago	BU
22-24	Hypnosis in NLP II	New York	NYT	20-24	Negotiation Excellence	San Francisco	GLA
28	M.P. & Trainer Cert. Trng.	New York	NYT	23-26	Programmer III	San Francisco	CAS
29	Overcoming Cold Call Reluctance	Denver	COL	24-26	Scout Lee Seminar	Owen Sound, Can.	EUI
29-31	NLP Certification II	San Francisco	GDA	24-27	Ericksonian Hypnosis	Chicago	MWI
29-31	Practitioner Cert. Trng.	New York	NYT	25-29	Presentation Dynamics	Monterey	GDA
29-31	Pract. Cert. Chunk V	Ashville, NC	SEC	26-2	Challenge of Excellence Camp	Stillwater	EUI
29-31	Performance on the Inside Track	Vancouver, B.C.	SEC	31-2	NLP Intro. Level II	Raleigh	SEC
29-1	NLP Certification VI	Chicago	MWI	31-3	Adv Submodalities Cert Trng III	Chicago	MWI
29-6	Advanced Training	Palo Alto, CA	GLA	31-2	NLP for Health Professionals	San Francisco	CAS
30	Introduction to NLP	New York	EI	June			
30-31	Advanced NLP & Education	Sacramento	DLC	1-2	Trance-Formations III	Chicago	BU
30-31	NLP in Groups	Philadelphia	PTI	5	M.P. & Trainer Cert. Trng.	New York	NYT
31	Scout Lee Seminar	Toronto	EUI	6-9	Practitioner Cert. Trng.	New York	NYT
April				6-9	Programmer V	Seattle	CAS
2	Influencing W/Integrity	San Francisco	GLA	6-10	Pragmagraphics (Sub-Modalities)	New Jersey	DLC
2-3	NLP & Substance Abuse	New York	NYT	6-12	Pract Integration & Testing	Denver	COL
5-7	18 Day Credential IV	Toronto	EUI	7-9	18 Day Credential IV	Meadville	EUI
8-11	Strategies for Business Excel.	Raleigh, NC	SEC	7-9	18 Day Credential Final	New York	EUI
8-13	Negotiation Excellence	Alta, UT	GLA	7-9	Testing - Pract. & Mast. Pract.	Raleigh	SEC
11-14	Programmer II	Dallas	CAS	7-9	Hypnosis Certification	Princeton	EI
11-14	Programmer II	San Francisco	CAS	7-10	Adv Submodalities Cert Trng III	Boston	COL
12-14	NLP Certification IV	Los Angeles	GDA	9-16	Challenge of Excellence Camp	Stillwater	EUI
12-14	Intro to NLP	New York	NYT	13-16	The Structure of Magic	Santa Cruz	DLC
12-14	18 Day Credential IV	Meadville, PA	EUI	13-16	Programmer IV	Dallas	CAS
12-14	Final 18 Day Cred.in Exc.	Stillwater, OK	EUI	13-16	Programmer I	Chicago	CAS
12-15	Adv Submodalities Cert Trng I	Boston	COL	14-16	NA/NLP Annual Conference	Denver	NA/NLP
12-16	NLP/Ericksonian Hypnosis I	San Francisco	CAS	14-16	NLP Update with John Grinder	Philadelphia	PTI
13-14	Advanced NLP & Education II	Sacramento	DLC	17-19	Trainer Training	Denver	COL
13-14	Magic in Action	New York	EI	17-19	Practitioner Certification	Philadelphia	PTI
13-14	Adv Trng & Supv in Hypnotherapy	New York	EE	20-23	Programmer IV	San Francisco	CAS
18-21	Programmer III	Los Angeles	CAS	20-23	Programmer V	Los Angeles	CAS
19	Comm. Potency for Women	San Francisco	GLA	21-23	18 Day Credential Final	Toronto	EUI
19-21	Practitioner Training	Philadelphia	PTI	21-23	Mythical Kingdoms of the Mind	Raleigh	SEC
19-21	NLP Certification III	San Francisco	GDA	23-30	Challenge of Excellence Camp	Stillwater	EUI
19-21	M.P. & Trainer Cert. Trng.	New York	NYT	24-25	Adv. Hypnosis Suprv.- Dobson	Raleigh	SEC
19-21	NLP Prac/Mast.Prac meet.	Raleigh	SEC	26-30	Hypnosis & NLP	Santa Cruz	DLC
19-21	18 Day Credential IV	New York	EUI	27-30	Programmer I	Washington, DC	CAS
19-21	M.P. & Trainer Cert. Trng.	New York	NYT	July			
19-22	Adv Submodalities Cert Trng I	Chicago	MWI	3-24	Programmer Intensive	San Francisco	CAS
21-27	Challenge of Excel. Amtrak	NY-Oakland	EUI	5-7	18 Day Credential V	Meadville	EUI
22-24	Hypnosis in NLP II	New York	NYT	7-14	Challenge of Excellence Camp	Stillwater	EUI
23-25	Sales Excellence	New York	GLA	11-14	Programmer V	Dallas	CAS
24-26	Communication Excellence	Toronto	GLA	18-21	Programmer II	Washington	CAS
25-29	Application of NLP	Santa Cruz	DLC	21-28	Challenge of Excellence Camp	Stillwater	EUI
26-28	NLP & Ericksonian Hyp.Intro	Raleigh, NC	SEC	25-28	Programmer V	San Francisco	CAS
26-28	Practitioner Cert. Trng.	New York	NYT	25-29	Pragmagraphics (Sub-Modalities)	Santa Cruz	DLC
27-28	Excellence in Education	Denver	COL	26-28	Hypnosis Certification	Princeton	EI
27-28	Cert Pract & Master Pract	New York	EI	29-9/1	Cross Cultural Modeling	Congo	SEC
28-3	Negotiation Excellence	Bahamas	GLA	30	TeleSkills	San Francisco	GLA

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Introduction to NLP with Linda Sommer	March 30, 1985	Omni Park Central New York, New York	\$100.00 at the door \$70.00 if pre-registered \$50.00 non-refundable deposit due by 4/19/85
Certified Practitioner and Certified Master Practitioner with Richard Bandler, Robert Dilts, Linda Sommer, Dr. Joseph Yeager	April 27-28, 1985 (10 month program)	Omni Park Central New York, New York	\$2500.00 at the door \$2300.00 if pre-paid by 4/12/85 including testing and certification fees
The Technology of Inter-personal Influence, Motivation and Persuasion with Dr. Joseph C. Yeager	May 13-17, 1985	Hyatt Regency Princeton, New Jersey	\$1100.00 at the door \$900.00 if pre-paid by 4/29/85

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The Cedar Fire Dance

By Dr. Scout Lee

This story is a chapter of my latest book, *I Will Speak*. It is the second book I've completed since February of 1984. The flow of creativity came as a result of a piece of "choice" work I did on myself. My Outcome: To be open to the flow of Universal creativity as uniquely manifest through me. Specifically, I wanted to write again - this time from my heart rather than my head. The Technology: Change K! That is to say, create a kinesthetic pattern - a ritual dance - that would code the intention in the nervous system. This is a true story of my own personal growth utilizing NLP and Beyond.

Flying home from Toronto at the end of January, 1984, Chrissy and I talked at length about our new understanding of the power of language. It had become obvious that "our words form literal reality." The words we speak signal the creation of our next experience. I knew there were words in my mind that I didn't want to "live." I wanted to make space for new words, new sounds. I wanted to be glad to live the

utterances of my lips, the thoughts of my mind. I yearned to have a total vocabulary of peace and harmony.

In the field of energy, to think a peaceful thought calls forth - summons - peace in the universe. To speak or sound a peaceful thought is an even more powerful summons to peace. To dance peace is a ritual performance of the highest caliber. It draws to itself a reflection that affects the entire world. My desire to dance and sing my heartfelt intention of peace on earth was overwhelming, the very meaning of my existence.

I headed for the books I had shelved in "The Bee Hive."

I solicited the help of Roger, a 16-year-old friend who had stopped by. "Roger, let's go through this library and pull out all the books that don't speak of the peace and beauty we want in our world."

For two hours we pulled hundreds of books from the shelves. Some were obviously keepers: *Black Elk Speaks*, *The Sacred Pipe*, *The Bible*. Some required the reading of excerpts aloud. Most didn't endure the glance at their titles: *The Faces of Fear*, *Are You Confused?*, *Psychotherapy*.

The mound of books grew out of control, so we periodically stopped to haul a load of books to the large fire circle in the cottonwood grove.

Somewhere in the project Roger left to see his girl friend. The rest of my family had excused themselves, shaking their heads at my apparent insanity. The couldn't understand burning hundreds of books. "Donate them to the library or sell them."

I didn't seem to have time to explain the urgency I sensed in offering the books to the fire circle. I wanted to offer up the words in these books to the fire, the transformer, so a vacuum might be created - a space in which new sounds, new words might come.

I yearned to see the bookshelves of my home and my mind filled with the words and pictures and poetry of my friends and me. Fire transforms. It creates a vacuum into which new things can be born. To give away or to sell just moves things around. It shuffles. No new space is made.

The pile of books stood shoulder high in the fire circle on that still, starlight winter night. I was alone with Blue, my favorite

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ROBERT DILTS

BELIEF SYSTEMS AND YOUR HEALTH

SOUND RESOURCES wishes to announce a seminar on a subject matter that is important to everybody. Do you believe you have control over your own health? To what extent?

What specifically can you do to achieve and maintain optimal health and have more energy? Why do some people recover quickly and others get worse even though they have the same type and degree of illness?

Most people recognize that their belief systems can directly and indirectly affect their health. It is often a simple matter to identify negative beliefs that lead to health-oriented problems like substance abuse, constant fatigue, lowering of the body's natural defenses, and stress. But how does one go about changing negative beliefs into beliefs that contribute to health?

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DATES: MAY 18 & 19, 1985

TIMES: Registration will take place at 9:00 am on Saturday, May 18th. The seminar will begin at 10:00 am and end at 5:00 pm on Saturday and Sunday with breaks for lunch.

LOCATION: Hyatt Palo Alto (Director 2), 4290 El Camino Real, Palo Alto, CA 94306, (415) 493-0800.

FEE: The fee for this seminar is \$225.00 (U.S. funds). Space is limited. To reserve your space send a \$75.00 deposit to Sound Resources, 6450 Ashley, Felton, CA 95018.

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The VAK Interviews

Robert Dilts

Continued from pg. 1

words per se. There's something about the way in which those things were written. And, of course that is what *Sleight of Mouth* is all about. *Sleight of Mouth* is not about the content of what the words mean, but the way in which they are used and put together that would still have meaning. Socrates has never been replicated in the style in which he was able to turn things around. And yet, I don't think anyone has ever adequately modeled what he did so everybody else could do the same thing.

You've got to watch out for translation, but as far as I'm concerned it doesn't have anything to do with what Christ said. The thing that had the influence was certainly not him preaching to the Europeans of the middle ages. It was rather the things which shone through those translations, which would be the patterns he used rather than the content.

There's the ever-promised *Strategy Recipe Book*. I've got a fair amount of material, and I think that that one is also imminent. It's been in the writing for quite a while.

There's another book just on belief systems, which is closely related to *Sleight of Mouth* but rather than being simply a modeling job, *Sleight of Mouth* is to the Meta Model as belief systems is to representational representational systems, strategy.

Belief systems is the mental processes that make them work. Those are all in the works. And then, we're hoping to have the funding in place shortly to get the GSR stuff off the ground. This is the computer peripheral that, for the first time, will allow people to do something of interest with computers, because you'll be able to get unconscious affective reactions rather than conscious verbal input. I think we'll have the capabilities for the first time of really applying NLP in a useful way through personal computers.

The device has been ready for almost a year and a half. To break into the computer world these days takes a fair chunk of money and organization. Hopefully we're looking at sometime this spring. We hope to have the money in place long before then.

What's existing are the "NLP Tools" which, now that we have this GSR we're planning to completely redo. There's the eight educational programs, "Typing Strategy," "Letterman," basically there are four areas we have software in right now, and we have one serious program, and one game or practice

program. So for "Typing Strategy" "Letterman" is an accompanying program. Our strategy was to have a program that taught things directly to pace the conscious mind and then programs that basically allowed for latent learning in which the learning strategy is presupposed by accomplishment of the task. So "Letterman" is based on "Pac-Man." Then we have "Spelling Strategy" and its companion program "Spelling Gallery," which is a shooting gallery-type of approach. Then we have "Math Strategy" and "Math Gallery," "Composition Strategy," which is a creative writing program, and "Beginning Composition." Those are the ones we are currently getting out to the educational Those are sort of the things that are right on line.

For the future, we have one device that will pick up eye movements on the computer, which I think will be quite an interesting breakthrough, not only in education. It has a number of applications, if

There's never been any shortage of what you can do with NLP.

we have a low-cost way of having people track eye movements with their personal computer. We'll be able to install strategies pretty easily, I think, in a pretty high quality way. The second thing on the horizon, is a voice input/output board that would do both production and recognition into computers.

I guess one thing I'm saying is that one of our dreams is to be able to start doing to the field of Artificial Intelligence what was started with the field of therapy - to revolutionize the way speech recognition is done. They have not been able to do it too well, because all the language things the typical Artificial Intelligence community has been exploring have been pretty much content-based, unfortunately. They're semantically driven, and I think by modeling a syntactic approach, they're going to find some interesting things taking place, although I've been encouraged by some of the things taking place in the Artificial Intelligence community.

A lot of the things people are studying these days are called expert systems, which is simply trying to model somebody's intelligence, and they do fairly poorly at this time. An expert system that's supposed to model a

doctor, for instance, is really just a sophisticated spelling checker. Somebody puts in an input, and runs it against stored data - again a content approach. It's not going to be intelligent until they start getting into the notions of submodality and strategies in the NLP sense. Then I think they're going to have a hope of modeling intelligence. The way they represent information now is primarily in words and data like that.

We've been looking at some stuff with robots. With our biofeedback, our GSR device, we've got some really exciting things. We've had children with cerebral palsy and muscular dystrophy running robots by thinking about it through our GSR peripheral. You might visualize a child sitting at a computer terminal who, who either because of lack of strength or lack of coordination, can't run a joy stick or even push a key. By thinking, they can get a robot to turn left, turn right, and move it around. We've had quite a bit of interest from motorized wheelchair companies and people like that.

There's never been any shortage of what you can do with NLP and where it's going to head.

Wherever you have the leading edge things, there's lots of research to be done. There's lots of credibility that needs to be established, and therefore some caution with which you need to approach it, and plenty of caveats with which you need to offer that.

As far as new horizons for people who can't be helped yet in a quick or systematic way by NLP, people suffering from things that are wrinkles in their belief system rather than their conditioning, some day maybe we can do for depression what you have for phobias. Or do it for any of the things that involve belief systems.

Belief systems are the package that goes around everything else. I have a model that I use called the Seven Seas model. It is based on the metaphor of the early explorers. The seven seas are of course, in one sense, the oceans, but actually it's seven C's, the letter C which stands for a checklist of things people need to look for when they're doing work. One C is for conflict, another C is for comparison, another C is for content, another C is for catastrophe, so on. The crux of the metaphor is that you start from your present state, which is the old world, and you're heading out for the new world, and you're put out

Continued on pg. 15

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GENERATING OPTIONS:

Continued from pg. 1

This year's conference of the National Association of Neuro-linguistic Programming, June 14-16 in Denver, is a chance to be in on the early stages of a thriving international network of NLP professionals who want to foster the communication and cooperation that makes learning possible.

Virginia Satir will keynote the conference Friday morning, June 14, and will also conduct a conference workshop. Satir, one of the original "master" communicators on which NLP was modelled, seems particularly appropriate as our keynote speaker.

Twenty-five other workshops and special interest groups will be offered at the conference.

The conference provides an opportunity to network with like-minded NLPers and to develop a special interest group in the area of your choice. Such a group, interested in business applications of NLP, has met twice since the first annual conference last year in Chicago.

A general meeting will cover all relevant business which has occurred since the last conference. Among the items on the agenda is the report of the Professional Standards Committee to be presented by Chairperson Nin Evans. This committee received a mandate from the membership (85% of those responding) to establish minimum internal standards for the various levels of membership and for endorsement of NLP training programs.

The new Board of Directors and Executive Committee to be elected this spring will be announced at the conference, and Dot Feldman will be installed as the new president for 85-86. There will be a gala celebration dance Saturday evening with a cash bar and live entertainment.

All interested persons are welcome. For programs and registrations write or call: Anne' Linden, 155 Prince Street, New York, NY 10012, 212 473-2852. The cost of the conference is \$125 for NA/NLP members, \$175 for non-members.

Membership application forms may be obtained from Membership Chair, Kathryn Williams, 1111 Brookstown Avenue, Winston-Salem, NC 27101, 919 761-0650. If you join by March 15th, your name and professional interest areas will be listed in the membership directory to be distributed in the spring.

The annual conference will combine the excitement and inspiration of Virginia Satir; colleagues who are creative, playful, and effective; and the mind and sinus-clearing delights of Denver in June.

There's one thing at least about which there's no doubt.

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Virginia Satir

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Virginia Satir

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Steve Andreas

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Thomas Condon

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Connirae Andreas

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Associational Strategies

Frank Stass

The Application of NLP Patterns to

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Medical Applications of NLP

Dr. L. M. Jerry and Mrs. L. M. Jerry

Inside, Outside, Upside and Down

Diane S. Menendez

NLP and the Severely Mentally Ill

Nina Evans

Win-Win Negotiation Steps

By Paul Klein

At the New York Business Applications Conference in September, Charlotte Bretto and John Adams presented a map of the path of patterns comprising effective negotiations. Participants explored the approximately twenty steps of the process, each of which is comprised of several NLP-based maneuvers.

You are invited to access your own experiences, skills and techniques to fill in the following outline of the steps designed to enable you to negotiate win/win settlements that remain satisfying for all parties involved.

The journey

- begins with a road sign, "Don't Litter," i.e., remain aware of the ecology of the situation;

- set and deliver your outcomes (i.e., that it will be win/win; that you; are in control; when and how you'll intervene; your expectations of each party);

- elicit the overview of each party regarding their position;

- obtain each party's desired outcome;

- backtrack current and desired states;

- translate present and desired states to each person's model of the world;

- obtain agreement on a large frame (the conditional close);

- clarify each person's major issues and prioritize them as to the order in which they'll be addressed;

- close each issue one at a time by

- 1) clarification

- 2) reframing objections

- 3) establishing agreement

- 4) close each issue by future

 pacing the agreement

- 5) celebrate each closed issue

- 6) go back to the next remaining

issue.

Charlotte and John shared examples of each step. They modeled their own adeptness at utilizing techniques such as the relevancy challenge, reframing, accessing and calibrating states, chunking information up, down and laterally, tracking, and maintaining leverage.

Paul Klein is a managing partner of Transformative Communications of Syracuse, New York.

The VAK Interviews Robert Dilts

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you need in order to achieve your goal, you have to start out with a good steady map or strategy, and you have to have the appropriate physiology, in other words you have to have a good strong crew and a good strong boat, but in addition to that, you're going to be exposed to various trials and tribulations on your way. If you've got a Captain Bligh guiding your ship on the inside, you're going to run into conflicts and mutinies. Of course there's also storms at sea, actual contextual, external things you're going to have to deal with.

I find it makes a good way of thinking about anything from installing a spelling strategy, where you run just as much risk of running into any of those problems, rough seas, as you would if you started out working with someone who's got an emotional problem, an obsession or something else.

Since this interview took place, Robert Dilts reports on two more projects he has taken on. One is video modeling of Fritz Perls, Milton Erickson, Moshe Feldenkrais, Virginia

continued from pg. 11

grandmother Siamese cat.

Choking back tears of misunderstanding, I reasoned that my family would understand my actions in due time. Sammy's words sang in my ears, "You mustn't cry, Scout. You must love."

An abandoned cedar Christmas tree lay drying by the fence. I had dragged it home, sensing that I would find a special use for its sacred, sweet fragrance. I dragged it to the fire circle and placed it on top of my mountain of books.

The earth stood still as if awaiting the striking of one match, the sound of my voice. My prayer was simple:

"Hear me, Great Spirit! All you tree people, pass on the word. You

Satir, Richard Bandler, John Grinder, and Leslie Cameron-Bandler. This is to discover not the techniques they have in common, but the individual characteristics which make them distinct. The other project is a "dual-induction" type of audio tape individually designed to bring about specific results. He also reports good response to his Belief Systems and Health workshops and will present another one in May.

The Cedar Fire Dance

winged, carry my prayer to the four directions. You four-legged, signal hope that all humans would live in good relations. You crawling things and those that live below the earth, resound my prayer. You rock people, send your vibrations throughout the earth and from this center deliver my message. Let there be peace on earth, and let it begin with me!"

At first softly and broken through my subdued tears, I sang the words of the old, familiar song, "Let there be peace on earth..."

As my feet moved clockwise around the fire circle, my voice quickened and grew strong. I sang and danced till way past midnight. I had paused in the east of the circle when Blue stood on a log and tapped on my back. Her touch came as a promise. I would know the beauty of love that recognizes beauty in all things. My prayer completed with the dwindling fire, I retired to bed to dream awake.

Since February I've written two books and several articles. My friends have come alive in song and poetry.

Dr. Scout Lee of Stillwater, Oklahoma, is president and founder of Excellence Unlimited, Inc., and The Magical Child Foundation.

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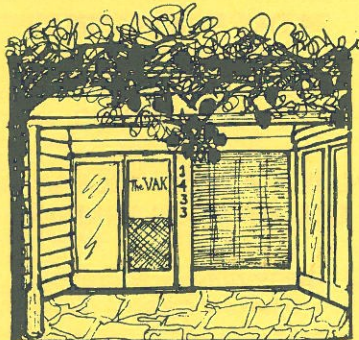
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