NLP Connection

Volume IV, No. 1 The Journal of the National Association of Neuro-Linguistic Programming $3.00

Virginia Satir . . .

"If I should go tomorrow, I would like you and the rest of my family to meet and have a party, being more glad that I lived than sorry that I died."



1916 - 1988

. . . in memoriam

January - March, 1989

NEW ENGLAND INSTITUTE
FOR
NLP
NEURO-LINGUISTIC PROGRAMMING

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Three Exciting New Programs for Winter/Spring 1989

Imperative Self Training - The first Certification Training ouside of California. This new training represents the most recent discoveries of Leslie Cameron-Bandler and is the result of years of research by Leslie and her colleagues. The Imperative Self work is a means to reach individuals at that hidden depth, the heart of their personality, that has eluded all other methods, and offers a way of working with your self or another person in a truly respectful and holistic manner. This 24 day training prepares participants for Imperative Self Analyst certification. In this training, you will learn ...

- To understand yourself and others at a depth you might not have guessed was possible.
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- To experience personally and to design for others, interventions that promote thriving life fulfillment.
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Dates: Feb.17-20, Mar.17-20, Apr.14-17, May 5-8, June 17-25. Hartford, CT area.
Trainer: Richard Clarke, Ph.D., Director of the New England Institute for NLP and Past President and Fellow of the National Association for NLP, is one of only three trainers authorized by Leslie Cameron-Bandler to present the Imperative Self training at this time. The other two authorized trainers, Metha Singleton and Art Giser, will be guest presenters.

"As powerful as Neuro-Linguistic Programming is, it is only as good and as effective as the person who uses it, and there is no finer person using it than Richard Clarke."

Leslie Cameron-Bandler

Robert Dilts - Advanced Topics in NLP

Robert Dilts will once again be coming to New England with an outstanding program that explores the horizons of Neuro-Linguistic Programming.
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Finbarr Nolan, a renowned Irishman with a unique proven gift for touch healing, and John Grinder will present a workshop with a two-fold purpose - to facilitate a group of participants in modeling Finbarr's healing gift, and to make Finbarr's healing available to a limited number of persons who may attend as subjects.
March 3-5. Hartford, CT area.

To register or for information on our other trainings please contact:

New England Institute for Neuro-Linguistic Programming
RFD #3-NC, Pratt Corner Road
Amherst, MA 01002-9805
(413) 259-1248

SPACE IS LIMITED IN ALL THREE TRAININGS. PLEASE REGISTER EARLY.

Spirit/Technology—Satir/NLP

Martha Wiglesworth

On a July night, the summer of 1986, I drove Virginia along a little-traveled road between Gothic and Mt. Crested Butte. The black velvet sky was brilliant with stars. She said, "Let's stop. I'd like to get out and look at the stars." It was as if there were only Virginia and me in all the world that night. I'm sure a star named Virginia must have moved into that sky this September 10th, because now when I see a black velvet, star-studded sky, I feel a special connection.

I am grateful to NLP for introducing me to Satir—and for teaching me about modeling and about elegance in training. I am grateful to Virginia for teaching me about becoming a congruent and spiritual being.

The afternoon Virginia was making her passage out of this world, I was giving a presentation, "Satir Re-visited," at the Central Regional NLP meeting. It was appropriate to be about her work—there was no time to mourn. Since then, the NLP "grief into gratitude" process has enabled me to feel her continuing presence in a very powerful way.

People diagnosed as terminally ill are encouraged to "set their affairs in order" and do the things most important in order to feel "finished." At Virginia's time of death, she was on the threshold of her work in the Soviet countries. What a tragedy that she could not live longer to make her unique contribution to peace on this planet!

But Virginia never would have found a good stopping point. Her reach so exceeded her grasp that she was always on a new threshold. Just so, *our* time lines turn into timeless eternity—we need and we have forever.

That fact leaves us with a mandate.

Many of her powerful techniques, such as second-level transformation, the change process, reintegration of parts, birthing of self esteem, sculpting as a way of accessing feelings, are still to be modeled and taught.

Her beliefs: that becoming more fully human empowers us to be agents for peace; that the world is ready to move from the centuries-old hierarchical model to an organic model of relationships; that the heart and the hand and the head must be congruent—are waiting to be modeled and lived.

This will be a fitting memorial.

Martha F. Wiglesworth
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Entire Contents © 1989 The NLP Connection/NANLP.
The NLP Connection is a publication of the National Association of Neuro-Linguistic Programming (NANLP). Published quarterly. Editor-in-Chief: John Q. Parmater. Single issues: $3.00. Free with NANLP membership. NANLP is a non-profit organization for networking and informing the public of Neuro-Linguistic Programming (NLP) with accuracy, integrity, and respect.

Submit articles and news items for publication to:
NANLP, Attention: John Parmater
310 North Alabama Street
Suite A100
Indianapolis, IN 46204

Design, layout and production by:
John Burik and Marlene Stork of Teleset
and John Q. Parmater
Cincinnati, Ohio

A New Posture For The World

An interview with Virginia Satir conducted for NANLP by Christie Turner, Eric Klein, and Debra Klein



A brilliant sunny day—it was Super Bowl Sunday. We were driving down the coast to San Diego for a meeting with Virginia Satir. The big game was underway leaving the streets deserted. We were quiet as we drove, reflecting on Virginia's contributions to our lives.

She was staying at a friend's house between workshops. The afternoon meal was being cleaned up as we arrived.

We went to the back yard to set up the video equipment. Everything was bright, bathed in an even light that highlighted the green lawn and the red bougainvillea bush stretching riotously up the wall.

We began by asking questions, assuming the role of journalists. "The reason we are here..." But Virginia quickly dispatched that mask and spoke directly to us. This was to be a human encounter—a real meeting of real people.

As we spoke, the Super Bowl moved into half time. We were sitting only blocks from Miramar Naval Air Station (of "Top Gun" fame). The Blue Angels, a squadron of acrobatic jet bombers, were to perform for the halftime crowd. They circled overhead running through their paces. Virginia spoke simply and directly about spirituality, balance, and wholeness. We leaned forward.

As the jets thundered above us, casting dark shadows on the roof tops, Virginia spoke and we could still hear every word.

NANLP: We came down today because we, as well as others, would like to hear from you: what your current thoughts are, what advice you have for us.

Virginia: Ha! You take advice? I don't believe it. Now, I'll probably play with you a little . . . because I can't stand academics. Really there are no answers to your questions, only possibilities. So, let's play . . . What I think is that many people in NANLP need to hear a voice from a force within the organization that they don't see.

NANLP: All of us are in the business of trying to help people. Often someone is at one place and wants to get to another. That process seems mysterious at times.

Virginia: Well, you see I've worked up a process for that which I find useful. That does not mean it *is* useful.

The nature of growth is change. I'm not arrogant enough to think that I'm taking charge of change. But I am going to take charge of *me,* to help others bring together what they *wish* with what they *do.*

We all live with so many rules. Often these rules work against our own humanity: "Don't get mad." "If you're committed don't like someone else." "Always be perfect."

Tell me one of your rules.

NANLP: "Be nice."

Virginia: "I should always be nice!" We're full of them.

All those rules do not allow a flowing of our energy. Creating means finding ways to release energy so it can start to make new forms.

Helping means using myself to support and allow the rules to leave. Then, people use their energy for creativity rather than protection.

For me, the most important thing is that in the process of "doing"—whatever I do—that I practice the highest level of morality, centeredness and humility. Which means I am not the expert . . . none of the "I know and you don't."

There have been people in NLP and other places that say "Now, we've got a weapon! A vehicle. A technique. We *know! They* don't!" I believe we've got to get our kicks some other way.

NANLP: Tell us about personal challenges you've overcome.

Virginia: When I was young I was deaf. I only began to hear after two and a half years. I was put in braces for my weak ankles. Not too long ago I was facing blindness and then low-grade cancer.

All of those I took as situations to explore my resources and say "I have resources to do something about this."

Those were great challenges, the biggest I've had. Going to a foreign land and speaking to a group—this is

not a great challenge. To work with your own growth is the challenge.

NANLP: How did you do that?

Virginia: First of all my belief is that all life is moving forward. Whatever life is doing at a moment in time is trying to show us all something.

I'm not special. I know what the troubles and challenges were.

I found the lessons for me to learn in the situations and began to work with what was happening.

Also, I allowed myself to do all of the things I know about. Working with the body—acupuncture, diet, exercise, visualization—all ways to feed the body. You see, I had stopped nurturing myself. That was the big problem.

NANLP: What are ways we can remember to keep that balance of reaching out to others and taking care of ourselves?

Virginia: We've got two arms, which is very nice. So, with this arm you can reach out . . . and with this arm, you can take something to give yourself. Let's do that. (Virginia began dancing with us gesturing first outwardly, giving to us, then inwardly, feeding herself.) Remind yourself of the complete rhythm which is not one-sided: everything for you or me.

This is not a way of talking about how people should be. It is about the energy that surrounds us and is within us.

Another important piece is that we can treat everything coming to us in life as energy to work with rather than as something to define ourselves. Then we can be fresh and develop many possibilities for working without being stuck in one way.

Somebody calls you a name. You call them back. That's one little possibility. So when you encounter something that gives you pain you can work with it remembering there are many, many possibilities. This is hard to communicate.

Often people think: if you love somebody you should do what they say; or if somebody injures you, fight back.

There are many ways to respond. I have choices: I can hit them, spit at them, embrace them for letting me know what anger is, reshape it in myself. When I respond like this I've got many choices. This leaves me a lot of available energy without stuffing everything down.

NANLP: Where is your favorite place to put your energy now?

Virginia: I'm extending it to the whole world. I'll be in Costa Rica, then Russia, Canada, and Puerto Rico.

You see, we are facing a great crisis as human beings. We have developed technology and our abilities are greater than ever before. Yet there is one place where we are trailing in dust: our sense of who we are, of our relationship to the planner of nature.

The time is open for the world to take a new posture: to use our abilities in the interest of developing something more spiritual. Then, our evolution will stay in touch with our spirituality.

We have a greater opportunity than we've had before: to change—not because someone says "You have to," but because of a natural opening, because it really is open out here in the world.

What's New(s)?

NLP of Ohio is now holding its first Practitioner Training in Columbus, Ohio. Various workshops and extended training programs will follow. If you live in Ohio and would like to stay informed of upcoming events, write to: NLP of Ohio, 328 West Third Avenue, Columbus, OH 43201, or call (614) 291-2640.

At the August 1988 convention of APA in Atlanta, Georgia, Dr. Esther Enterline gave a workshop "Hypnosis Applied to Sex Therapy." Dr. Enterline is offering a series of Professional Training Seminars on Ericksonian Hypnosis and Supervision in Hypnotherapy this winter/spring. For more information call (212) 865-9648, or write to 144 W. Ninety Fifth St., New York, NY 10025.

How This Interview Came About

A. Suzanne Higdon

Earlier this year, when I was coordinating public relations for NANLP, I was trying to think of a way to bring our advisory board to the national conference. It occurred to me, "Why have an advisory board if we never seek their advice or explore further their current thinking?" The annual national conference keynote presentations could represent our last communication with most advisory board members.

So I shared my thought with board members and was encouraged to pursue the possibility.

Those we were able to contact were willing, i.e., Virginia Satir and George Leonard, and the process of exploring their current thinking initially took the form of a video interview.

I was excited about making this happen and began envisioning a big screen in the main conference ballroom with brief vignettes of each one offering an inspiring message tied neatly to the conference theme.

This did not happen.

Timing factors and some environmental variables, made the possibility of an effective video presentation at the conference impossible.

What *did* happen was a brilliant thought of Eric Klein, which translated into "Let's share the interviews in the newsletter."

We feel privileged and grateful to present this interview with Virginia Satir.

The Magic That Was Virginia

Rochelle Ford

Menlo Park, California—October 1, 1988 - At Virginia's memorial service, friends and admirers launched hundreds of colorful helium balloons into a flawlessly, blue autumn sky. I stood frozen with my balloon in hand, unable to let go. I wanted to keep forever that symbol of my teacher, mentor and friend. I stood there with tears of joy, remembering the richness of her gifts, and tears of sadness at her untimely death. The memorable times we spent together flooded my thoughts.

I met Virginia in October 1987 when I came to work for Avanta Network, the non-profit organization she had founded ten years earlier. I wanted to do a good job of promoting Avanta's mission and Virginia's wonderful work. I recalled my initial self-doubt at our one-on-one breakfast meetings. Virginia's boundless energy and creative thinking produced more thoughts and ideas for Avanta's future than I was able to keep up with on paper, let alone administer. Virginia, sensing my distress, assured me it was OK to just listen. She did not expect me to act upon her every spoken word. Rather, she was sharing all of the possibilities she envisioned. One of Virginia's wishes was that every person she had ever had contact with, either in person or by mail, would one day join her in a worldwide organization to support her dream of promoting high self esteem and achieving universal world peace. Any one of her ideas could have become someone's life work. Early on I realized what a visionary she truly was.

The memory of a Satir greeting filled me with warmth. The loving hug totally enveloped your body and instantly connected to your humanness. Then the slow release, while her hands held yours tenderly. Her twinkling eyes searched yours as she leaned forward with her attention riveted on your person. You felt nurtured and special, as if she had known you your whole life even if you were meeting for the first time. You knew you mattered and were respected by one of the world's most gifted human beings. What a boost to one's self esteem. She gave you the feeling of deep understanding and total acceptance. Virginia never met a stranger; she had genuine respect for each person's uniqueness. A hug from Virginia was a homecoming.

I remembered Virginia's way of seeing things clearly. I once lamented that I missed using my artistic side to create sculptures. I received one of her "looks" along with her transforming picture that I was still an artist using my creativity to shape Avanta's future. For Virginia, there were only win-win ways to look at life. She presented me yet another opportunity to transform my "half empty glass" perception of life to one of being "half full." Virginia had that rare gift to meet you where you were at any moment in time and to reframe a negative perception, empowering you to create renewed strength and enhanced awareness.

Virginia saw each person as a basic miracle, capable of infinite growth. She taught me to see what I thought were strengths and weaknesses as "uniquenesses." She traveled the world to bring her teachings to people from all walks of life. Truly a gift. I honor her for all she did to make our world a more fully human place.

I kissed my bright blue balloon, bid farewell to my wonderful, dear friend and reluctantly let go of the string, wishing her a sweet journey home. From that day on and forever more, I will carry her in my heart and work with eternal gratitude for having had her in my life.

Rochelle Ford is Executive Director of Avanta Network.

Universals

Virginia called them universals—"an old truth I made up the other day," she would say. Here is a selection from the wealth of her one-liners.—Martha Wiglesworth

All children need touch; touching is a universal language.

Humans are geared toward growth, so you can always go in that direction. All living systems go toward balance.

The event is never what you have to deal with. Rather, it is the feeling engendered by the event.

Other people's behavior is about where they are at that moment—it does not define you.

Learn to look for the self-esteem issue behind every manifestation. Self-worth is behind every defensive stance, waiting to be born.

The twin ways to restore self-esteem: take a deep breath and give yourself a message of appreciation.

Family of origin issues need to be settled so you can get along in the present family.

There is the pain of recognition and the pain of blame. We cannot avoid the former, and we can learn from that. It is when we blame ourselves or others that we get stuck in pain.

In every new encounter, practice appreciations, not judgement. When your body feels tight, you're into judging. What you judge in another is something in yourself (a projection).

Whoever has the complaint also has the recourses needed to handle it, the information that can change it. When we get new information we have new possibilities. Thus we can legitimatize complaints.

Unless we matter, have a dream, we die.

Freedom is not from the oppressor, but to have choices.

You can't erase anything; you have to evolve it.

Change, growth, influence take place by attraction; not by threat. Punishment doesn't change anything, not a deterrent. Behaviors that don't fit harmony, love or growth fall away.

My Friend—Virginia Satir

Dot Feldman

The loss in the entire world of Virginia Satir's person is fully reflected in the loss in the NLP world.

Back in 1985, in Denver, at the first National NLP Conference, Virginia poignantly re-demonstrated to all present, what has been her impact on this body of knowledge. She gave a keynote address that eloquently told of her excitement with NLP, and her disappointments with some, occurring early in its development. She did a mini-workshop for the group that allowed many who had never before seen her work to get a glimpse of some of the roots of NLP. And then she did this marvelous, typical, "Virginia" thing—she just wandered around the conference—curious, interested, warm—and allowed herself, as always, to meet and know people, our members. So she disconnected NANLP from her old disappointments in some NLP folks and made a decision based on the persons she connected with there and those of us she had known well before, to become the first advisory board member of our baby organization.

There are many powerful experiences with Virginia that might come from our members. For me, since I first met her in Chicago in 1966, no other event except growing up in my family has so influenced my life and my thinking. *And* she helped me fully link my family learnings to her nurturing frame of reference. All generations of my family were touched by direct experiences with Virginia—from my then seventy-plus year old mother to my then early twenties daughter. These times were important to all of us.

The memories are still with me of early in our relationship when I struggled with how to move her from "teacher and mentor" to "friend and colleague." I think of the fun we had on the several occasions when she stayed at my home—talking, laughing, shopping, eating. I remember my most recent visit with her at her home, looking out the living room window at her creek, talking about the sights her eyes had seen and the words her ears had heard. I will miss incredibly my ongoing, albeit periodic, moments of direct contact with Virginia—and I can never be out of contact with her, since her way of thinking about people is an integral and essential part of my daily life.

Virginia—warm, caring, bright, and fully human—leaves us an amazing legacy. Many NLP techniques evolved from her exquisite patterns and are surely useful and important. Still, the main gifts she gave to us are the positive assumptions that underlie her work and are the very foundations of NLP: People have all the resources they need; there are no resistant clients; the map is not the territory; no mistakes—only outcomes; mind and body is one system; and on and on. Others have said some of the same things; none have more embodied the beliefs in their works and their person than she.

My gratitude and admiration for her contributions to the world of humanness are boundless. My personal challenge is to assist in perpetuating—in behavior—her beliefs about us humans.

Dot Feldman is past president of NANLP.

METAFORMATION INC.

Anne Kasman Entus, Ph.D., *Director*

Winter 1989 Highlights:

NEW HORIZONS IN NLP

Journey into Light: NLP and the Spiritual
January 20 - 22

New Applications

Health Applications for NLP Professionals
January 27 - 29

The Challenge of Living with AIDS
February 10 - 12

and Advanced Training Opportunities

Richard Bandler: Applied Neuro-Dynamics
March 31 - April 2

For information contact:
3538 Marlowe Ave., Montreal, Quebec, Canada H4A 3L7
(514) 486-1282

Virginia and Her Work

Rochelle Ford



Virginia was born with a vision to change the world. While growing up on a Wisconsin farm, she realized a lot went on in families that didn't meet the eye. At age 5, Virginia decided when she grew up she would be a children's "detective on parents."

She grew up to be a detective and much more. She was an internationally distinguished family therapist, philosopher, teacher, author, pathfinder, humanitarian and healer. In 1984, The American Association for Marital and Family Therapy (AAMFT) conducted a survey of its members to assess the prevalence of family therapy models. Virginia's model ranked #1.

Virginia touched everyone with whom she came in contact, whether in person or through her books. She had a unique way of presenting heady information in lay language. Her presentations were seasoned with humor, common sense anecdotes and metaphors. She was warm, wonderful and magical.

In 1977 Virginia founded Avanta Network to further the development of training for becoming more fully human. All 170 Avanta members have trained extensively with Virginia and work in the helping professions in an assortment of disciplines. Their areas of interest and expertise include family therapy and family life education, organizational development and consultation and training for human services and holistic health care. Members use their gifts and skills to help individuals, families, social agencies, businesses, churches, political and educational organizations to move towards a more joyful way of life.

In 1980 Virginia and a staff of Avanta trainers directed the first month-long international training institute. Every year since then, an international community has assembled at the institute to learn interpersonal communication, systems analysis and strategies for personal change through Virginia's growth and human validation models.

Virginia believed that the keys to self esteem sometimes lay hidden in patterns of thought and feeling learned so early in life that they elude detection. Through Family Reconstruction, a Satir method taught at the institute, participants learn the healing process of seeing one's past in a new light, thus opening up new possibilities for one's future.

Another institute technique, a "Parts Party," helps participants define their many parts, to see them as inner resources and to work out harmonious ways of using them. For instance, at a Parts Party, initially a person might see their outrageous part in conflict with their Miss Manners part. Through further exploration, they come to realize that their outrageous part gives them the courage to venture into new places while Miss Manners assures acceptable conduct in that new place. All parts serve a purpose and blended together enhance self esteem.

During Module 1 of the annual institute, 90 people from around the world come to the mountains of Colorado to learn the "detective" methods developed by Virginia Satir. Participants come from many professions to be guided by 10 Avanta professionals masterful in methods to teach the Satir Human Growth Model.

The advanced Module 2 training, also for a month, is conducted by three Avanta trainers who work with 30 participants to extend their Module 1 education.

Through Avanta Network's referral system, Satir-trained members are available year-round to lead workshops or seminars and give speeches on a variety of topics related to the Satir Human Growth Model for good health and communication. Since each Avanta member has specific areas of expertise, referrals are directed to the member whose skills best fit each request.

As we become more fully human, we experience inner peace which can be extended to our relationships and ultimately the world community. As Virginia said, "Peace within (myself). Peace between (you and me). Peace among (all people)."

We in Avanta Network invite you to participate in the ongoing work of our founder, Virginia Satir.

For more information, contact Rochelle Ford, Executive Director
Avanta Network
139 Forest Avenue
Palo Alto, CA 94301
(415) 327-1424

Highlights

1916	Born, Neillsville, WI
1959	Co-founds the Mental Research Institute, Menlo Park, CA
1961	Makes first European presentation, Vienna, Austria
1963	First Director of Training, Esalen Institute, Bug Sur, CA
1964	*Conjoint Family Therapy* published
1969	Conducts first annual month-long residential training of therapists and people in the helping professions at Esalen
1970	Founds International Human Learning Resources Network (IHLRN), which meets annually
1972	*Peoplemaking* published
1976	Awarded the Gold Medal of "Outstanding and Consistent Service to Mankind" by the University of Chicago
1976	First annual Satir Family Camp, Pacific Palisades, CA
1977	Founds Avanta Network, an international training organization, which meets annually
1978	Awarded an honorary doctorate in Social Sciences from the University of Wisconsin
1981	First annual Avanta International Summer Training Institute Process Community, Park City, UT
1982	Selected by the West German Government as one of the twelve most influential leaders in the world today
1983	President of the Association for Humanistic Psychology
1985	*Time* quotes a colleague, "She can fill any auditorium in the country," after her stellar contribution to the Evolution of Psychotherapy Conference in Phoenix, AR
1985	Selected by the prestigious National Academy of Practice as one of two members chosen to advise on health concerns to the Congress of the United States
1986	Selected as a member of the International Council of Elders, a society developed by the recipients of the Nobel Peace Prize
1986	Honorary member of the Czechoslovakian Medical Society
1987	President of the First Family Therapy Symposium in Prague, Czechoslovakia
1987	Member, California Commission to Promote Self-Esteem and Personal and Social Responsibility

Subjective Experience

People and Machines— Engineering Applications of NLP

John Parmater

When I learned recently about taking "first, second and third position" as one of John Grinder's "Prerequisites for Personal Genius," I enjoyed the experience and realized I could benefit from using the three positions in dealing with people. However, I was a bit skeptical about the relationship between this process and the qualities of genius.

My opinion changed this week, as I was doing some technical writing for a firm which designs and manufactures printing presses for the federal government.

Printing presses are high technology nowadays. Servo mechanisms are used to control press operating parameters, for example. While I have a degree in engineering, I never did really understand cybernetics, control systems, feedback loops and the like. So there I was, on my third day of the job, responsible for explaining these high-tech systems to the federal government. I don't know how I get into these positions—

What would I do? How would I do it?

Suddenly a voice inside said: "Take 'second position' with each element of the machine."

"OK," I replied, "I'll try anything in this situation."

My outcome was to avoid embarrassment. I know that is not a well-formed outcome, but it *was* my outcome.

So I proceeded to take second position with each element of the machine. I said, "If I were this component, what would I see, hear, and feel? Then, what would I do in response?" As I took second position with the second, third, fourth elements, and so on, the system suddenly became surprisingly simple.

Once I understood the system, I quickly realized that my understanding was different from the way system had been explained to me. So, I couldn't resist the urge to explain my new understanding to the engineer who had originally explained the system to me. As I began, he kept trying to move my thinking back toward the process he had previously described.

After several attempts to open up his mind and get him to see the situation with "new eyes," I suggested he act as if he were a system component. After I took him through second position with several components, I noticed a shift. His tone softened, and he began to pause and wait for my responses. The remarkable thing was that this engineer had been utilizing these systems for four years and now was understanding them in a new way. Wow!

This experience affected me profoundly. I had been ambivalent about technical writing work because "it was not NLP" and I didn't want to clutter up my mind with technical information and machines, when my real interest was people. But now I have a new feeling about it. First, when things are easy to understand, they don't clutter up my mind—at least my mind doesn't feel cluttered. Second, machines are, in some ways similar to people, but infinitely easier to understand. If I can take second position with something as complex as a human being and get a better understanding of that organism, think how much simpler it can be to utilize this pattern with a machine!

So it turns out that my brief sojourn into technical writing wasn't a departure from NLP at all. I found that this process of taking second position with the machine kept me relaxed and curious, so that time passed quickly and tasks seemed easy.

Now I understand the connection between second position and personal genius. The process had the effect of raising my intelligence substantially in this situation.

John Parmater is editor of the NLP Connection.

Tricks of the Trade

Stepping In and Out—Helping People Associate and Dissociate

Tamara Andreas

This is a column for readers to share their "tricks," or innovative ways to meet challenges, with each other. To submit your contribution for the next issue, on the topic "Accessing a Powerful State," send to "Tricks of the Trade," c/o Tamara Andreas, 328 West Third Avenue, Columbus, OH, 43201. Deadline is February 15, 1989.

Many NLP techniques require the client to create an image, then associate into it. But what do you do when "Just step into the picture" and "Wrap the image around you like clothes" don't work?

One approach is to chunk it down. I once had a client who had difficulty in associating, so I had him just pull on one body part at a time, beginning with one finger. After a few minutes, he was completely into the picture, so I had him step back out and said, "Well, now that you've done it one piece at a time, it will be easy for you to just jump into the whole thing at once." As he did so, I noticed him make a funny nodding movement with his head. He reported that he had taken the head off, jumped in, and pulled the head back on over him!

The following ideas have been contributed by readers:

- As with any outcome you could have with a client, it helps if you presuppose that they can do it. "What part of the experience can you be aware of first?" "Is it easier to associate if the movie is slower or faster?" "When you're reliving the event from the inside, what do you see out of your own eyes?" You can also presuppose that a *part* of them is already associated. "Which part of you knows what it's like to actually live through that experience, from the inside?"
  —Charles Faulkner
- There are many submodalities that support association. Making a representation faster, bigger, more colorful, brighter, louder, etc. will make it easier to associate.
  —Charles Faulkner
- When you know submodalities that are especially effective with a person, it helps to use gestures consistent with those submodalities. For instance, if size makes it easier for a person to associate, you can put your hands at the point where the person is focusing, when looking at the picture, then spread you hands further apart as if pulling the picture into a bigger size.
  —Gerry Schmidt
- You can mold their body into a more associated posture. It is much easier for someone to associate if they are leaning forward, with their head and shoulders tilted slightly forward.
  —Tim Hallbom

Other techniques, notably the phobia cure, require one to change a representation from associated to dissociated. Probably most practitioners who frequently use this technique have experienced a client who just slips back into the experience, even if the picture is twenty miles away, behind a tall building.

One thing I've done, which has been successful in even the most difficult cases, is to have the person turn it into an animated film of their favorite character. It's more difficult to associate into a film of Daffy Duck being chased by bees than a film of yourself! The typical response is humor. After this, I have them see a cartoon of themselves, and then see the cartoon version with a few brief intervals of regular black and white film spliced in. Then they can stay dissociated while viewing the standard black and white movie.

The following ideas have been contributed by readers:

- Charles Faulkner helps people stay out of the movie by putting them on an exercise bike, either real or imagined. Since they are then filling up their kinesthetic channel with movement, it doesn't have room for any other feelings. In addition, he uses a "small, black and white TV" instead of the "movie theatre." "It's an old Korean model, so the picture quality isn't very good." This presupposes two-dimensionality, fuzzy, small, and black and white. He has them read the brand name, written on the outside of the TV, so they have to focus in front of the picture, which will make the picture out of focus.
- You can have a person physically move out of the spot in which they had a certain state, and look back to see themselves. Standing up while doing NLP work facilitates this.
  —Rik Pavlescak
- In Play Therapy, children often use puppets and dolls to enact scenarios. Whether or not the therapist is consciously aiming for this, the outcome is dissociation from the scene.
  —Michael Banks
- Richard Bandler often gets people to laugh about the "problem" situation. Much humor is based upon dissociation. If you steal the anchors they used in describing the "problem," and fire them off while they are laughing, it is then much easier to get them to dissociate from the problem situation.
  —Gerry Schmidt

If you want to see your idea for accessing a powerful state in the next issue, send it in for consideration. As you can see, it is not necessary to have a long, involved procedure; rather, this is a place to publish "tidbits," or the little things that make your work effective.

Tamara Andreas is director of NLP of Ohio.

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LOCATIONS AND DATES

Houston, Texas
Extended Training

March 16–19, 1989
April 6–9, 1989
May 4–7, 1989
June 1–4, 1989
June 22–25, 1989
July 13–16, 1989

San Rafael, California
Summer Intensive

July 27–August 25, 1989

San Rafael, California
Extended Training

July 27–30, 1989
August 31–Sept 3, 1989
September 28–Oct 1, 1989
October 19–22, 1989
November 9–12, 1989
December 7–10, 1989

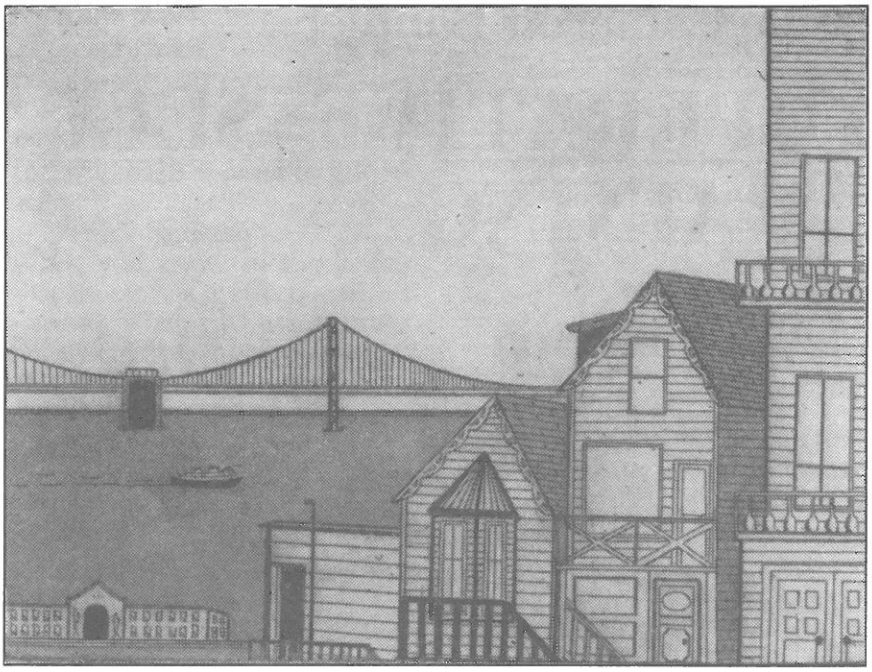
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NLP Institute of Houston
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Houston, Texas 77056
713-622-6574

San Francisco NANLP Conference

Neva Y. Arnold



Late in April '89, you have an opportunity to experience spring in its grandest fashion! The San Francisco shores are kissed by the gentle winds, and in the distance, the white and rainbow colored sails dart across the deep blue waters of the bay. As clouds roll across the sky, the sun peeks out and shines its dancing diamond lights across the Pacific waves. To the north is the great symbol of the city, the Golden Gate Bridge, the link to more of California's mountainous beauty and the artists' colonies of Sausilito and Tiburon. The yacht basin is buzzing with activity as sailors ready their craft for the summer season.

The downtown metropolitan area is exhibiting its new San Franciscan Center, a spectacular center core shopping arena of marble, glass and brass embraced with carved escalators.

The beautiful Union Square Park, in the center of downtown, is bustling with the radiance of spring flowers. The gardens are brilliant with the yellows, purples, blues, pinks and whites. The air is sweet with an orchestra of fragrances. What a wondrous environment to learn more about wellness in mind, body, and business.

You can enjoy all of this and more with other NLP friends and colleagues at the Sixth Annual NANLP Conference at the Cathedral Hill Hotel.

Some of the new and improved features you will be offered at this area conference are these: a Thursday evening welcoming party with food and entertainment—an opportunity to reunite with old NLP colleagues and friends, and to meet new people who may be valuable contacts for your future dreams to be fulfilled. The exhibit area will be in a common foyer located at the hub of all the conference activities. Exhibits will be accessible the three days of the conference, as well as a cash bar and street mime performance Friday and Saturday, after educational sessions until 7:00 p.m.

This conference is designed with each educational time period offering a workshop, special interest, or paper in one of the following areas: education, health, business, therapy and NLP technology. This format can give each participant the opportunity to focus on one track throughout the conference, or select a variety of areas.

With the trend of NANLP membership moving toward specialty sections, there will be time reserved on Friday and Saturday for specialty sections to meet for a Dutch-treat lunch. This sequencing will provide the opportunity for individuals to meet with two different specialty sections, e.g., "Sales and Marketing" on Friday and "Therapy" on Saturday. You will be reading and hearing more about the specialty section activities.

For the information sorters, educational sessions will be extended into Friday evening.

The videos will be available for viewing into the evening hours Friday and Saturday.

Regional meetings will be late Saturday morning. A longer time period allotment will enable more discussion for regional activities, redesigning of regions, and addressing the issue of state chapters. With regional growth blossoming, members' attendance and input will be valuable at these meetings.

As in past years, an open room will be available for impromptu workshops or special interest groups. There will be a sign-up sheet posted at the conference. If audio recording and a monitor are requested, notify the NANLP personnel at the conference as soon as possible.

The sessions spanning the three days are a high quality representation of the multi-contextual use of the wonderful NLP model. The speakers are considered by their peers to be not only excellent presenters, but many are innovators in new and improved uses of the NLP model. Where else can one gather with so many NLP masters, colleagues, and friends in such an esthetic location for a super-reasonable cost?

Neva Arnold is coordinator of this year's national conference.

Interview With Don Ardell, Ph.D.
Keynote Speaker For NANLP National Conference in San Francisco

Donald B. Ardell is author of the landmark book, High Level Wellness: An Alternative to Doctors, Drugs And Disease. *This book and lectures, which Don has delivered, are credited with shaping and stimulating the wellness movement. He publishes the quarterly "Ardell Wellness Report" which is dedicated to the notion that "wellness is too important to be presented grimly." He has taught at University of California, Berkeley and Golden Gate University in San Francisco. He now teaches at University of Central Florida.*

NANLP: Don, I've been looking at your newsletter and I've decided that the key word is "inspirational." I think that your ideas and your way of speaking is very inspirational.

Don: As an educator who has to compete for the attention of students, day in and day out, with varied media and other things going on in their lives, I recognize the importance of inspiration.

NANLP: I agree.

Don: But in itself, inspiration has serious limits. In order to sustain change and enable people to go beyond initial motivation and excitement, it's essential to provide people with the tools and the insights they need in order to create the conditions wherein they can sustain change in lifestyle context. That's why my personal wellness plan utilizes behavioral change techniques which have been shown to be effective and can improve their chances of going beyond just being inspired.

NANLP: OK. Tell me more about how the person goes beyond "just being inspired."

Don: Mybook, *Planning for Wellness,* contains materials for people to think about the cultures which they're apart of. The customs, the habit patterns, and the norms they take for granted have to be examined, recognized as inimical to their wellness intentions, and systematically changed in concert with others, where necessary.



NANLP: Besides writing books, do you work with people as individuals either in a one-on-one or in classroom situations?

Don: I teach in a classroom situation. I don't do one-on-one. I mean, there is just no time for it.

NANLP: In what setting do you teach?

Don: I teach a course at the University of Central Florida and I am also the Director of the Wellness Center on campus. In that context, I train students who are in turn teachers of the wellness modules or lessons which I've written for these students or members of our student wellness team.

NANLP: Oh, I see. So most of the people that you are teaching and training are college age?

Don: Oh yes, they are all college age.

NANLP: OK. How about the rest of us folks?

Don: Well, I work with the rest of the folks in terms of my travels conducting seminars, giving lectures, presentations at various professional societies.

NANLP: All around the country?

Don: Yes, I'll be spending the month of March doing seminars in New Zealand and Australia.

NANLP: And what length are the seminars?

Don: They vary from two hours to six hours, although my favorite is four hours.

NANLP: During a four hour seminar or workshop, do you attempt to install change in people that will be permanent?

Don: Well, I try to motivate them and create conditions where thay can develop the kind of thinking and written commitment that will enable them to make it permanent. And I can only give them tools and insights to spark deeper commitment than they might have had when they came in. *They've* got to do it.

NANLP: What kind of response do they usually have?

Don: Well, obviously most people very much enjoy the seminar and think it's a great idea and important stuff. My sense is that to a disturbing degree most of the people who show up for seminars are already doing very well, and the people who could gain the most from the kind of wellness seminars that I conduct which are part inspirational and part methodical, are individuals who don't show up.

NANLP: How long have you been running?

Don: I've been running a lot longer than I've been doing triathalons. I was always athletic, but it's only in the last three and a half years since I came to Florida that I've been

doing swimming and biking as well as running.

NANLP: Oh, was that a real step up?

Don: Up? I don't know whether it's up or not. It's a different arena. It takes more training and I just think I might have been getting close to burnout on running alone. This has added a new level of interest to my commitment to an exceptional state of conditioning.

NANLP: Oh.

Don: I know I've been in much better shape, so I'm much stronger and less susceptible to injuries with the addition of two more sports.

NANLP: Wow! How much training does this require Don?

Don: Well, there's no amount required. There are four different distances for triathalons. There's sprint triathalon, international distance, then there is a "half iron man," then the "iron man." Competing for the iron man, which I did this year, is just one dimension. That was 200 miles of biking a week, about 50-60 miles of running and a good 7-10 miles of swimming a week. So that's a 3,4, or 5 hours a day commitment.

NANLP: How do you have any time to do anything else?

Don: It is very important that you just make time and it's not something one can do if he has a rigid 8 hour a day type of job.w

NANLP: In your newsletter, you mentioned the heroic act as a pathway to wellness.

Don: We can all be heroes. William James and others have said that in various ways. I've written at length about the idea that we can all be artists and that if we work out and create a healthy diet and manage stress and create positive imagery and do all the things that are associated with optimal functioning, that's artistry—lifestyle artistry. And as commendable and provides some of the same physiological foundation and support in good times and hard times as a sense that one is special because he or she dances well or can sculpt or make beautiful images on a canvas. There are reasons for appreciating artistry in oneself in terms of creating a refuge and a sense of grounding. And it's worthy; it's a good thing; it's part of a healthy self image. To think of yourself as an artist. It's part of heroism. And I think that a heroic act fits into all of that.

NANLP: When we talked earlier you said something about Dr. William Glasser.

Don: You'd asked me the question: What are the requirements for a heroic act? And I started to mention that when it's limited to physical, which I try to do in that particular piece, it goes back probably much more than the Glasser. But my interest in this grew out of the reading of *Positive Addiction.* That was my reference to Glasser.

NANLP: Your interest in what in particular?

Don: In the wellness payoffs of doing something that requires exceptional commitment over time. He was talking in the context of overcoming depression but like Norman Cousins in looking at how to strengthen in the immune system. Cousins was reasoning in *Anatomy of an Illness* that just as negative emotions can lower ones resistance to illness, why couldn't positive emotions like laughter, joy and others strengthen one's immune system? It's an example of going beyond normalcy.

NANLP: So, Glasser was our first inspiration to really "go for it."

Don: He was more an intellectual inspiration in terms of looking at the meaning of "going for it."

NANLP: I'm curious about the steps or milestones that got you from casually playing sports to becoming more dedicated as you are now.

Don: Well, I had success in sports from an early age.

NANLP: So, it was never really casual.

Don: No. I think that I have always been sort of an elite athlete in my peer group, in my neighborhood, in my school. I went through college on a basketball scholarship and I was the starting forward for three years for George Washington University and once I got out of college I took up another sport which I became very, very good at, and competed around the country, and that was handball. I continued playing until I was about 35 years of age. For one reason or another I kind of drifted from that.

Next thing I knew I was doing road races. Immediately I was having a lot of success. I continued to do road races until I came to Florida. While I still did road races, I started learning how to bike and—all over again—to swim.

I had completely ignored swimming. I knew how to swim but had no endurance. I was in great shape to run marathons but if I swam back and forth across the pool, I was exhausted. It was a different set of motor energy.

How my involvement escalated to the Iron Man, I think, was the company I kept. Several of them who had done the Iron Man always talked about it in sort of mystical terms. That it was a mystical thing to do to one's body, and you could tell it did something for them. So I thought, "Well, if I could get enough of those benefits, maybe I would consider it." It took me a long time to get to the point where I could even qualify to do it. It's pretty hard to get into the Iron Man now.

NANLP: Did it turn out to be a mystical experience for you?

Don: No. I wouldn't say that. It didn't quite reach that. It was certainly for many people around me. I noticed people seemed to be transcending, getting an enormous lift from it. On the other hand, the higher you get when you finish, the lower you'll likely to get the next day when it's all over and you have to get back to reality. It was just a satisfying experience for me. I was very methodical about it. I was very careful about monitoring my energy source throughout the experience. It took 14 hours, and you get a lot of time to think about what you're doing and how you're doing it, when you're out on the roads.

NANLP: I used to run 4 to 5 miles and I remember the first time that I got into that euphoric state. I had been running just two, three, four miles for a week or two, and I crossed the two-and-a-half-mile point, and all of a sudden the effort went away and it seemed like I had hopped on a bus and was just coast-

ing along.

Don: Well, that sounds very desirable. I haven't had too many times like that, although there have been some moments when I felt just wonderful and in control of my destiny, and I wanted to work miracles. So maybe I was having mystical experiences but I was too resistant to admit it. Maybe I wanted to be too rational to let go.

NANLP: Do you enjoy training?

Don: There are advantages to being an endurance athlete, training everyday, training hard, harder than one would train just to avoid heart disease and stay in condition. One of the great advantages of being a competitive athlete who races on weekends is that you go out there and you push yourself beyond the comfort zone because you know that's the only way to get better. What's beneficial about that is that you learn the sense of stress will pass and you can deal with it.

It's a mental toughening process to endure physical distress and to know that you can manage it and to let it pass. So it's just the opposite of enjoyment.

No, I don't enjoy exercising at that level. I go out and do intervals, I do track workouts, I do a lot of hard training. It just wouldn't make sense to say I'm enjoying this.

But on another level I am enjoying the knowledge that I can do this, manage it, sustain it and get over it. Get through it day in and day out and see myself advance in terms of my objectives as an athlete.

That's the only reason I was able to do the Iron Man. I was able to train for hours and hours and hours for a period of months—years for that matter—to a point where I took my body was at a level of conditioning that required a lot of travel.

NANLP: Don, you mentioned one book. Have you written others, also?

Don: My first book was High Level Wellness in 1979.

My second book was called Planning for Wellness, which came out this year.

My third book, *The History and Future of Wellness*, traces the evolution of ten other movements that contributed to wellness, major breakthrough works and various other social, economic conditions that made the wellness movement possible and where it seems to be going.

That book was partially based on a survey of several hundred people in institutions who contributed their thinking on the matter. My fourth book was *An Office Guide to Journals in Health Field.* That was kind of an academic publication.

My fifth book, *Die Healthy,* is coming out next month in Australia, and I have one coming out soon called *The Body, Mind, and Spirit of Wellness,* which is a guidebook for instructors, for people teaching wellness programs.

NANLP: Don, I enjoyed talking with you and look forward to meeting you at the conference in April.

Don: Yeah, we can go for a run together.

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David R. "Pete" Cogbill or Marilyn Manning

Letter from the President

Cory de Torres, Ph.D

This is about the half-way point in my term of office as President of NANLP. It seems like a good time both to review what we have accomplished so far during this year and to preview where we are heading as an organization over the next months.

I am pleased to report that the Board of Directors has been working hard to address all of the major areas which seemed to me to be the most critical in shaping our organizational future. In writing this letter, I want to inform you about this work and to invite your participation and comments. I would also like to thank those of you who have already written letters to me offering suggestions. The more I hear from you, the more I can reflect your wishes to the Board as we discuss and deliberate various proposals.

In updating our progress, I am retaining the same topical headings I have used previously for ease of comparison in keeping track of our accomplishments.

Organizational Identity

Formation of Professional and Interest Sections

At its meeting in October, 1988, the Board took a major step in addressing the needs and wishes of the NANLP membership for a dynamic organizational identity. At this meeting the Board approved a plan to establish Professional Interest Sections to consist initially of the following areas:

1. Mental Health
2. Training, Organizational Development and Management
3. Education and Teaching
4. Sales and Marketing
5. Health
6. Performance and Performance Development
7. NLP Trainers

The purpose of the Sections is fourfold: (1) to create and promote activities which reflect the professional interests of each Section; (2) to provide standards and guidelines for utilizing NLP in specific professional contexts; (3) to establish ethical codes which reflect the standards of particular professional applications of NLP, and (4) to encourage and support the research, development and utilization of NLP and to integrate these with other skills and models within each professional area.

The first organizational and planning meetings of Interest Sections will be held in San Fransisco at the NANLP National Conference, April 28-30, 1989. All of you who are interested in and who practice NLP are welcome to participate. I hope that you will use this opportunity to network, to learn and to be a part of the evolution of NLP in your professional area(s). For more information call the NANLP office at (317) 636-6059.

International Interface

In my last letter, I reported that Richard Clarke and I were working together to form an International Committee and to gain support for an international conference. Response from the international NLP community has been encouraging. We have now established a committee with representation from many different countries to work on a first International Conference to be held in Paris sometime in 1990.

Grass Roots Participation

In October, a proposal was made to the Board to increase the number of our regions. By this proposal, the Western Region would be divided into Western and Mountain States; the Central Region into Central and South Central, and; Canada into Eastern and Western Regions. This proposal reflects a desire to create more meaningful regional identities. At the same Board meeting, proposals were also made to create formal procedures for establishing local chapters of NANLP. These proposals are being considered by the Legal and By-Laws Committee, under the leadership of Kay Grask. Some by-laws changes will probably be necessary to facilitate greater formalized grass rots participation.

While we are considering ways to implement local chapters, I have been made aware of more and more local groups which already exist on an informal basis. If you know of, or are involved with, a local group and would like to consider affiliation with NANLP, let your Regional Representative know about you so that we can continue to build our organization together.

Overall, I am pleased with the progress which I have reported to you and hope that you will share in the excitement of being part of an organization in transition.

At this time of the year, I also want to extend my personal best wishes to all of you for the holidays. May 1989 bring us growth, change and exciting new possibilities.

IMPERATIVE SELF

Elicitation, Analysis and Change in San Diego, California

Leslie Cameron-Bandler has discovered that the heart of personality consists of three elements: Perceptual Bias, Virtual Question and Primary Obsessions — making up the Imperative Self. These three elements which make up the Imperative Self are always at work, creating who a person is and how he or she behaves.

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Dates: March 3, 4, 5 - 1989
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— Leslie Cameron-Bandler



For more information, contact:
Marilyn J. Blank, certified by Leslie Cameron-Bandler as an Imperative Self Therapist
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NANLP Conference Schedule of Events

Date/ Time	Event	Location
Wednesday, April 26, 1989		
	Executive Board Meeting	President's Suite
Thursday, April 27, 1989		
	• All Day Board of Directors Meeting (25)	Telegraph A & D Conference Style
	• Preconference Tours	
	• Preconference Intensive Workshops	Arrangements by Sponsors
8:00	Welcoming Party (350)	Eldorado Room
10:00	Presenters, Registrants	Cash Bar, Food
Friday, April 28, 1989		
8:00	Registration	Foyer/ Exhibit Area
9:00	Opening	Ballroom
9:30	Keynote—Don Ardell	Ballroom
10:30	President's Speech	Ballroom
11:00	Open Forum Announcements Business Meeting of Assoc.	Ballroom
Noon	Lunch	
	Dutch Treat Lunch	
2:00	3-hour Workshops	Breakouts
5:00	Dinner on own Cash Bar - Street Mime	Exhibit Area
7:00-10:00	1-1/2 or 3 Hour Workshops	Breakout
Saturday, April 29, 1989		
8:00	Registration	Foyer
8:30	1-1/2 hour Presentations	Breakout Room
10:00	Regional Meetings 1-1/2 hours	Breakout Room
11:30	Lunch	
Noon	Special Section Dutch Treat Lunch	
2:00	1-1/2 or 3 Hour Presentations	Breakout Room
5:00	Cash Bar - Street Mime	Exhibit Area
5:15-7:15	Fellow's Meeting	Telegraph A
8:00	Closing of Scheduled Videos	
Sunday, April 30, 1989		
8:00	Registration	Foyer
8:30	3-hr. Presentations	Breakout Room
11:45	Lunch with Committee Chairperson	Ballroom
1:15	1-1/2 or 3 Hour Presentations	Breakout Rooms
4:30	Closing	Ballroom
5:00	End of Conference	
7:30	Board of Directors Dinner	On the Bay
10:00	Executive Board Mtg.	President's Suite
Monday, May 1, 1989		
9:00-5:00	Board Directors Mtg.	Telegraph A & B Conference Style
	To Follow Exec. Bd. Mtg Post Conference Tours	

NANLP Board Decisions

Suzanne Higdon

The following are a list of recent Board decisions:

1. If a member of the board or association calls the Association Office with an action plan and the Association Office determines that the budget does not indicate possible implementation, the Association office will recommend referral by member to respective regional representative.

2. The following expenses of the board members and invited attendees shall be included in the budget: cost of standard room at resident hotel for "board night;" travel expenses at lowest economy airfare available or 22 cents per mile driving, whichever is less; costs incurred to and from airport and parking if applicable.

3. The finance committee is charged to submit to the board a proposal for disbursement priorities.

4. The auditing firm selected for year of 3/31/88 is Paolicelli and O'Connell.

5. That the board accept the proposal to increase membership benefits as the basis for possible action and that the board charge the appropriate committees to explore and develop planned items and take appropriate action.

6. If it proves beneficial to offer reduced membership rates during the upcoming membership drive, the board gives approval to membership committee to offer that.

7. That the proposed Public Relations Committee structure be implemented and voted on after a year.

8. That a special committee be set up within the Public Relations Committee to establish publishing guidelines and policies to be proposed to the board by the October Board Meeting.

9. That the contract agreement for editorial services be accepted.

10. That the proposed calendar for board of directors meetings for 1988/89 be accepted.

11. The proposal for policies and procedures for REGIONAL activities be amended and take effect in April of 1989.

12. Remove all notation and references to the peer review status in the next membership directory.

13. The board directs the legal counsel of the association if counsel deems it appropriate to communicate with the legal counsel for the two litigants in France concerning the legal status of the name "Neuro Linguistic Programming"—(NLP) in the United States.

14. A special committee will be formed to establish closer ties with the international NLP community with the positive outcome of an international conference and international association.

15. A special committee be set to provide guidelines for planning and managing the regional conferences.

16. The executive committee is to appoint Rita Weinberg and Deborah Kent to the Ethics Committee and that the Chair of the Committee will recommend in January a fourth member at practitioner level.

17. Board of Directors accepts the nomination of John Parmater as editor of the "NLP Connection."

18. A special committee be formed consisting of regional reps. and others appointed by the president to perform duties of regional coordinators.

19. The executive committee develop procedures and guidelines for the formation of professional interest sections of NANLP.

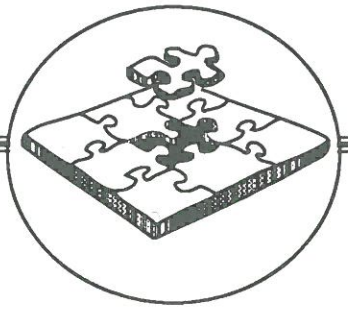
20. The executive committee develop procedures and guidelines for formation of local chapters NANLP.

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Research Committee Asks For Feedback

NANLP's Research Committee is just beginning to organize, and we are asking for your input on what outcomes you would like us to move toward.

As the newly appointed chairperson of the committee, I have put together a list of tentative objectives in order to stimulate some discussion among the membership. I am asking that you read these over, and then send whatever comments, suggestions, or modifications you would like to offer to:

Lyle D. Chubb
Creative Growth Unlimited
510 W. Union Street
Newark, NY 14513
(315) 331-0411

If you are interested in becoming a part of this important committee, either as an active member or an advisor, we would certainly welcome your involvement.

Thanks for your input, and we'll keep you posted on our activities.

Tentative Objectives for Research Committee

I. Current Research Status and Activities

One of the first priorities for the committee will be to identify what research is currently being done, where its being done, who is doing it, and what it's implications may be. While it may be impractical to anticipate a full awareness of *all* the research being done in NLP today, such information could provide the committee (and the NLP community) with a sense of direction.

The behavioral means of moving toward this outcome might include a direct mailing to those persons who are known to be currently involved in research. Another alternative is to place a general survey form in the next issues of "Anchor Point" and/or "The NLP Connection."

II. Development of Standardized Research Guidelines

There are certain methodological and philosophical issues which need to be addresses as NLP begins to integrate itself into the standardized scientific method. Given the relative difficulties of applying an objective approach to what must ultimately be defined as a subjective phenomenon, it is still possible to establish a systematic standard for research. Such standards would pace the reality of other scientific disciplines, as well as increase the probability of securing reproducible research results.

III. Interfacing with Other Disciplines

Now that NLP is recognized as an effective means for securing lasting, ecological behavioral change, it is becoming increasingly important to start connecting with others working in the behavioral field. Darrell Hischke has suggested making NLP presentations at psychological symposiums. We could also facilitate interactions and dialogue with professionals working in the areas of business, education, medicine, therapy, and behavioral research. Such associations could not only generate a degree of credibility for NLP, but would also create a dynamic system of feedback for future concerns and applications.

IV. Suggesting Directions for Future Research

Once we have a sense of our past and present regarding research, we may be able to identify specific areas where further exploration is indicated, whether in application, structure, or implication.

It may also be beneficial to promote independent examination of NLP technology by those *outside* the field, *i.e.*, physicians (AMA), psychologists, business leaders, etc.

V. Development of International NLP Resource Center

As NLP continues to grow, it may be useful to centralize our knowledge. This type of organization would facilitate the search for information, as well as integrate our base of comprehension.

Such a resource center would also be helpful to the general public, providing a unique clearinghouse for information dispersal and resourcing.

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