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MAJOR PLAYER



A Rapp with ERIC ROBBIE

The NLP Training Program

Rapporter: Eric, you're from London, England, is that right?

Eric: Originally I'm from Perth in Scotland and I now work and teach in London at the center I started there in fall of 1986.

Rapporter: What was your primary objective in starting this NLP center?

Eric: Our first year it was the delivery of high-standard practitioner trainings—by giving the highest quality training to ourselves or by bringing in the best people we knew at a price that's appropriate for Europe and Great Britain. The average training in the States costs about $3,000 or about 6 percent of the average U.S. professional's salary, so we aimed at that sort of cost in the U.K. in order to not compromise our standards at all, but adapt NLP training to the environment in Great Britain.

We want people to have an adequate sense of the background of NLP, but we don't labor on about the semi-academic side of it—we'll chuck in a wee bit of the academic side of it, but mainly we concentrate on skills: the ability to code and de-code rep systems, well-formedness conditions—all the standard stuff. Specifically, what satisfies *me* is that people demonstrate a high skill-level behaviorally.

Rapporter: What direction are you headed?

Eric: There are two levels: the first is we want to offer what may seem rather prosaic in the U.S., but is still quite new in the U.K.—good, basic NLP training. In addition to Practitioner Training programs, we also run Master Practitioner Training programs and these will be the staple of our center. The fact that I've also been lucky enough or serendipitous enough to come up with something a bit different and unusual means that we'll also be offering four-day workshops on the very latest stuff, such as advanced submodalities. I've gone in depth with visual accessing cues and color changes.

Rapporter: Could you elaborate on your new, advanced submodality work and where you see this technology going?

Eric: I was practicing in 1983—after having done my Master Practitioner Track—with three or four friends, teaching them what I'd learned, as I was the only one who'd been across to the States for training. We met every Monday night to practice and I was going through all the submodality stuff with them. Then somebody in the States sent me a flyer from Steve and Connirae's training—an eight-day special on submodalities. There were things in the training that intrigued me, like "submodalities accessing cues." I wondered what they were. So I decided that—since I couldn't hop on a plane and scoot over to Boulder, Colorado—I'd try and teach myself. So I tasked myself to find out what the accessing cues were on my own and I started to get them right! I had no idea how I was doing it. I even made sure that I was not just feeding off the information that the other people were guessing, because they were asking verbally, digitally. I'd make my guess right away, write it down on a piece of paper and give it to my friend to hold until we'd finished accessing the digital way, then he'd tell me whether or not I was right. And some of the time I just knew the color. Then I started getting curious and working out what I was paying attention to and what made it possible, asking myself a lot of questions. I had the idea that the more you did, the easier it got. I knew I was paying attention to the area around the eye and the pupil. While that was happening and I was working it out, I went to NLP International's program in London in 1985 and that's where I learned something that was quite a shock. I learned two things at the same time. I'd enrolled in the Associate Trainer Track and Ed Reese and Joe Yeager said, "If you guys want to be trainers, you've got to come up with something new and how to teach it." So while I was working out how to teach the eye stuff, I learned from talking to Robert Dilts that the stuff they were doing in the States in terms of submodality accessing was totally different from what I was doing. So I had the shock of realizing that I'd found a way to get the internal submodalities with external cues, mostly around the eyes and worked it out so I could teach it.

Rapporter: This almost sounds like aura reading—as Wyatt Woodsmall says, "SWS—Strange, Weird Shit!"

Eric: There's two comments to make on that and I'll come back to what you can do with stuff like this. One is that I think there may well be an overlap with aura reading—Strange, Weird Shit. It's really a matter of definition. The first approach is you can draw a line and up to a certain point you can say that everything you get is through the five senses. The question is, have we really reached the limit of those senses? How far can we stretch what we do with continued practice and very fine sensory acuity? Have we learned all that information yet? And you could say that we haven't really worked up to the line of what's possible.

And then, it may also be possible that there is some sixth, seventh or even eighth sense information. Then it would become a matter of how are you going to use the words? Are you going to be precise like a good Meta Modeler about what psychic is? For instance, Ed Reese teaches a palm reading process—you ask a whole series of "could be yes/could be no" questions or you offer a chance for a transderivational search and notice a response and say, "that's right." You mainly go on unconscious "yes" and unconscious "no" signals. Ed suggests that this is what most palm readers and so on are actually doing; some consciously know that's what they're doing and others don't and invent some sort of fairy tale for themselves. Probably 90 percent of those people who are psychics are getting their information through the five senses, by doing a similar process as the palm reading that Ed teaches, but they don't know it. They may dress it up with their own particular myth or metaphor. But you might have to accept that there are 10 percent of the people who are getting their information some other way—psychics who "read" by mail, for example. And that's when you start saying that we've reached the limit of the five senses explanation so we may have to allow for sixth, seventh or eighth senses.

Now, how does that relate to what I've been doing? I demonstrate that you can read the color of someone's internal image from the changes in the skin color. For instance, if the predominant color is red, the skin color is red; and if the predominant color of the internal image is green, the skin color is green. One of my students, a psychiatrist, wondered how the skin cells could turn that fast into a different kind of light reflectivity. She offered that it may be some form of electro-magnetic radiation. It may be that when you start seeing the color you're getting the information two ways. I have no doubt—because I've got it on videotape—that you can see the color changes, which the camera registers. So, in terms of

strictly five-sense stuff, there is color change that comes with the internal change of image. It could also be that alongside that five-sense color change, there might be a change in what some people, like Lyall Watson, talk of as energy fields or auras. My own experience is that auras exist. There was a time when I couldn't help but see them. A lot of the books I read about that "Strange, Weird, Shit" are drivel, but there's ten percent of the stuff that seems to be a consensus that says there's probably three auras. There's one that seems to be an indicator of some spiritual dimension. If somebody has what you might call a large spiritual energy, they tend to have a large spiritual aura. Then there's an emotional aura which has to do with the predominant emotion the person is having at the time. All the metaphors are very literal about that—red with anger, green with envy, yellow with happiness, blue with depression. The third level of aura is basic body health. You may just put your hand above somebody's skin and feel the heat. I think that perceiving auras is interesting. Largely the strategy is that you have a visual picture from your reality strategy and then along side it and almost overlaid you get a kinesthetic visual strategy. So my sense is that—this is "Strange, Weird, Shit" territory—the electromagnetic energy is such that you register that at least kinesthetically. Some people might say that maybe your energy field picks up someone else's electromagnetic energy but that translates into kinesthetic and then that overlaps so it gives you some sort of synesthesia to visual, and then you get a visual overlay on top of your straight-forward visual. I'm very conscious when I say all this that anybody who wants to maintain that "there's only the five senses" hypothesis would have just said, "he just used a five-sense-type explanation" and that's right. I've used the five-sense explanation as part of it, but the bit before is how is it communicated into the five senses?

If you're going to test this semi-scientifically, you'd have two people in the dark and have one person close their eyes and have the other person be brought into the room. Let's say they'd be giving off some kind of electromagnetic radiation which might interfere with or interact with my electromagnetic field which then might cross over to kinesthetic which then might synesthese to visual. To me, it's a rigorous enough experiment in that it offers a place for both levels of explanation: the simply five-senses explanation and something that might relate to something other than those five senses.

The thing with the colors is just one small point. It's just something that I noticed that I could do and I wondered how I was getting the information. I'm convinced the changes are actually there. It's so simple that after a while you can detect them and learn to detect them very quickly.

What you can do with this is, if you can read seven or eight major submodalities from the outside, it means your work can be much more elegant. You can do a swish pattern in a very short time. You don't have to plod through asking all sorts of questions. There is a danger that you'll miss out on some of the more interesting and very individual ones, because what I do is teach people to recognize some of the more common ones. That aside, with experience you might find that you're reading some of the very common ones and you'll notice that there's something not quite right about the information you're getting so you actually go in and ask for the unusual ones. Interestingly enough, I'm beginning to detect the unusual ones. I'm getting, very often, eleven out of twelve and some of the unusual ones. In the process of gathering information, I put it together somehow and I've had classes do this. In a class I taught in Luxembourg, somebody said, "it's a swimming pool." And the subject said, "yes!" When I asked what they did, it turned out they had moving, shimmering, blue, depth and rectangular shape. They got all those and their right brain synthesized those and said, "what's the one thing you might expect would fit all those?" Chances are the person also made some very minute

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kinesthetic movements that would be typical of being in a swimming pool. That also might have been perceived and the person just fed it all in the unconscious computer very rapidly. I think the unconscious likes to go for whole chunks. You know, what's the one whole chunk that would explain this? We're built to synthesize. This was Louann Reese, Ed Reese's daughter, who said it was a swimming pool and she got it absolutely right.

As we all know, Richard Bandler has pushed submodalities the most and everytime I hear one of his tapes where he's pushed it a little bit further, I go off and play with it.

Rapporter: So to summarize, you can take the information from the micromuscular movement of the eyeball and the skin color changes and actually "mind read."

Eric: Yes, this is the closest thing I know to mind reading. In fact, one of the things that I'm for is something that Todd Epstein said, "mind reading is back." It's almost like there's three stages: there's totally unwarranted mind reading—what most people do with their very limited maps and hardly any proof and they only want to make the world "out there" confirm what they've constructed for themselves. Those are the people who lay trips on one another trying to get evidence to confirm what they already know. The next stage is NLP I, Practitioner Level, where you say to people: sensory specific; if you hear a nominalization, it's a complex equivalence, get back to the complex and sensory events to which it is equivalent; use the Meta model; use rep systems; be very reductionistic. And that's a good stage to go through because the discipline there is don't hallucinate or at least, as John and Richard said in *Frogs*, you can hallucinate all you want, just know you are!

The next stage is educated mind reading. That's where, given you have the sensory evidence, you begin to construct things. A lot of sorting styles, especially, are constructive process—a lot of belief work is constructive process. Given what a person tells you, you deduce that there is a structure. A lot of meta program work is, in fact, systematic mind reading. One thing you do with submodality external accessing cues is you can check what people tell you. They're an additional source of information. So you can do the work quickly or covertly. Equally, you can cross-check what the person's telling you. I actually teach people how to do that once they've learned how to read submodalities on the outside. It's very clear that it's possible if you got five right, that's such a good piece of rapport, that if the sixth one's wrong, the person will obligingly change it, just to be a good sport! What I teach is that if you're working off these techniques that I've been teaching be ultra careful to check—be even more neutral in your information gathering. If in doubt, cross check. I make submodality eye accessing look easy and I try to teach that it's fun, but I'm very serious about people doing it as they should do any NLP, very scrupulously. It's like Richard says, before you run a chain of anchors, test the anchors. What makes NLP different is that you test your work. What makes submodality eye accessing different is that you check your guesses.

Rapporter: Where do you see the field of NLP heading?

Eric: We ought to be developing. We don't want to be standing still and teaching the same program for the tenth year running, although there's still a place to teach the basics. In fact, if you qualify now, you learn twice as much as what was available six or seven years ago. I understand that well-formedness conditions didn't exist six, seven years ago. They were then offered at an advanced level and now they're taught the first weekend at the Practitioner level! There's so much new stuff being generated now that I think that maybe five years from now the Practitioner training will be 40 days long because there's so much. I'm not in favor of trying to cram it in a shorter time. I'm enough of a purist that I think that in the early days, with John and Richard presenting material as simple as rep systems, they did so with an enormous sense of the complexity that lay behind it. I still think that original stuff—giving people a thorough sense of what you can do with the basic concept of rep systems—is very important. What I wouldn't want to see is the new stuff being put ahead of the que and squeezing in the basic stuff.

One of the things I've done over the past three years that I've been teaching is to go back over and get quite a lot of new depth to the basic reading rep systems from external information. For example, people who tap their right foot a lot are usually kinesthetic. There's an excellent chart in *Magic Demystified* which is worth the whole price of the book. One of the things you can offer people is the consideration that NLP doesn't turn everybody into simple Auditory, Visual, Kinesthetic and that's it. In the model I use, people are primarily Visual, but the other systems are working away out of awareness at the same time and it could even be that what you get is sort of 60 percent Visual person and you can detect that from the outside, but also there's this Auditory process going on at the same time. That, to me, is the level at which we should work because it lets people be more complex. The reason I mention this is because you asked me earlier what I'd be doing next with the submodality stuff. Well, I can now pretty much guarantee to teach people to read seven out of eight Visual submodalities from the outside. I'm also reading Auditory submodalities from the outside and Kinesthetic submodalities from the outside—only my batting average isn't about 95 percent like it is with reading Visual submodalities from the outside, it's only about 65 percent. I'm at the same point with Auditory and Kinesthetic that I was with Visual two years ago. That is to say, I can do it quite a lot of the time. I'm not sure what I'm paying attention to and I'm not sure

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how I could teach it yet. So the next thing for me will be to see if I can do for the other rep systems what I've done for the Visual. I have to work out what it is I'm paying attention to, break it down into steps and then work out a way to teach it to other people.

The one thing I will say if you start to be able to read people at that level you almost automatically have to at the same time build in enormous respect, a sense of ecology.

In terms of how you can use this stuff, if you can get all that information about somebody's experience, that's just a basic piece of information gathering so how you would use it is up to you: simply to understand somebody; or if you're doing submodality change, you don't always want to use just the visual swish; it's certainly going to make a difference in people doing body work or health because you really get a sense of what somebody is trying to convey; in the process of modeling—when I do modeling I tend to get more information than average, as you'd expect.

If anything, I've become an expert in non-verbal material. I wouldn't want to imply that I'm less expert in the entire range of NLP stuff. My job is to be competent in all of it. The area that I specialize in is non-verbal material. I mentioned two sorts, going back over the material and getting very familiar with it for rep systems and the bit that I've added: using non-verbal indicators of submodalities.

Something else that is interesting me is non-verbal indicators of sorting styles. Again, that began to get to me in a very simple way. I'd been teaching a lot in Italy and I don't speak any Italian. The normal arrangement is that I say a sentence and this very nice lady translates for me and that's how we go through it. Then when I ask if there's any questions, people give their questions in Italian and my translator will tell me what the question is. It's the same thing with detecting submodality accessing cues, I'd be standing there while they asked the question, waiting, with nothing to do. I've had wired into me not to waste my time, that it's an opportunity to do something different. What started happening was I was just getting all the sense of the questions—I'd just know what the question was even though my Italian consists of six words. When the translator would start translating for me, I let her tell me completely a few times so I could cross check that I wasn't totally mind reading. A couple of times what I did was also, even if I did interrupt and think I knew the question, I'd be very careful to say, "are you asking me that?" So what I was doing was testing my hypothesis and what I was getting was the question and sorting styles and submodalities and rep systems all at once. Again, what am I paying attention to? Obviously, there's some comparison across people. As I said, I was careful not to assume. That's another thing that I hope to develop in the next year. At that level, work becomes a whole lot quicker. I very much like the work that Tad James has done on the meta program sorts, his 25-question checklist. I've noticed that bits of it have appeared in other people's trainings. It seems to be the most complete. It's very thorough and it's very detailed and it really gets good information. And it's nice and conversational.

Rapporter: Do you have an hypothesis as to the external cues associated with the olfactory and gustatory senses?

Eric: My notion of that is what I've been taught and what I've read, that the olfactory and gustatory go straight to the limbic system. They're not mediated by the cortex and in some sense, they're more direct and more primitive. It's been my experience that the level of signaling is just as varied; the number of cues is smaller. Whereas with visual external accessing I use at least 12 separate signals as indicators of all the things that are going on, I think that with taste and smell what you get on the outside is some skin color change, some nostril flaring, the muscles around the mouth, a bit of salivation, a little bit of moisture, lip-licking, swallowing. The signals can be very subtle and with very good sensory acuity, you can notice when people are just on the brink of tasting something. The sensitivity is the variability.

WORK BECOMES QUICKER

The fun of NLP to me is that it is about possibilities. Of course, it came from therapy and there's a lot of material in it which is therapeutic and remedial work. What runs me is the idea of the generative side of NLP and getting people to understand each other, which is no small thing! At the end of our Practitioner Training, we ask the participants if they've found that anything's different? They answer that they get along better with people, they're more flexible, they're treated better. We don't tell them we can promise them these results; not only do our advertising laws forbid it, they probably wouldn't believe it. But isn't it interesting that most of them have changes that are in the generative direction? At our Program in London, we spend, at the most, 25 percent of our time on therapy and the rest of the time we teach and learn about other people's models of the world. It's my belief that if you can become somebody else for 30 seconds it's impossible to hate them!

* * *

Eric Robbie *is the founder and Director of The NLP Training Program in London, England. He is the author of the section on NLP, one of ten therapies covered in a newly published book,* Innovative Therapies in Britain, *edited by John Rowan and Windy Dryden. Eric will be one of the trainers at the Third Annual Trainer's Training to be held June 12-25, 1988 in Santa Ana, California.*

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NLP IN BUSINESS

We are very pleased to announce that Rick Cleveland, noted "master of language patterns," has joined the RAPPORTER as one of our regular contributors. Rick has been in the NLP field for ten years, focusing on the business applications of NLP.

Tad James assures us he will continue to submit articles on a regular basis covering a variety of subjects. (See "ALOHA," page 25.)

CAUSE AND EFFECT LANGUAGE INCLUDING SINGLE BINDS

By Rick Cleveland

In this issue's column, we will concentrate on cause and effect language. The uses of cause and effect (CE) language in business are many.

(Before I go on let me briefly get something off my mind. I am not an NLP cop! I can not control how you will use the information presented herein. Now some of you are saying, "obviously." It is an obvious point to me as well and yet if I don't say what I'm about to say next somebody would have objected. So here goes. *PLEASE USE THIS MATERIAL WITH INTEGRITY.* To me that means, use this material in such a way that both parties win. Enough said, O.K.?)

Let's define the term. Cause and effect is where some person rightly or wrongly ascribes some effect (outcome) to a cause (stimulus).

If you think about it, all beliefs use cause and effect to describe what the belief is. An example of this is, "I believe that persuasion skills will cause a sales person to be successful." Let's examine this. The "cause" is persuasion skills, and the effect is success, right? In other words, you could simply say, "persuasion skills cause success." Now, let's discover why this pattern is important in business and how you can use it.

Since people use the cause and effect pattern to describe what they believe is true, it can have a very powerful impact on people you deal with when you use it in your language. Think for just a moment about something that you believe in. In fact, write it down. (You may have expressed your belief using only half of the equation such as, "I believe persuasion is good," or "A win-win attitude is necessary." If you did that you have deleted the other half of your belief. Therefore to recover it you might ask yourself at the end of what your wrote, because? or, so that? This will uncover the rest of your belief. Using the above example "A win-win attitude is necessary," let's uncover the rest. So I say, because? and the answer for me is, "everyone is benefited." The cause in that sentence is win-win attitude and the effect is everyone is benefited. Make sure then that you have written your belief using the above technique so that both halves of your belief is stated.)

Think about that belief for just a moment now. How do you feel when you say it to yourself? If you are like most people you have a sense that, "well of course that's true." How would you like to have people thinking that way about what you present as you're presenting it? Let me show you the pattern because simply using it will cause people to begin to believe in what you are saying far more than before you learned to use it. The pattern looks like this:

X Causes Y

What's unique about this is that X can cause any Y. They do not have to be linked by logic. In fact, this is the structure of logic (or as you have learned above, the structure of beliefs).

PRECISION COMMUNICATION



People attempt to make you believe something is logical by stating things using this pattern. An example of this is: **Reading this column causes you to realize the value that's contained in it for you.** What's the X? Reading the column, right? What's the Y? Realizing the value, true? Now, I ask you, is there really any connection between reading this column and realizing value? If you believe that there is then I have been successful in my use of Cause and Effect. Really though, your mind simply connects that some X (reading the column) causes some Y (realizing value for you). Let me give you another one. **Thinking about how you can use this pattern allows you to determine how much more persuasive you'll be as you adopt it into your normal language.** Again, do you see how using the pattern makes what's said more persuasive?

Here is a list of words that you can use to link the X and Y together: AND, AS, WHILE, DURING, SINCE, CAUSES, FORCES, MAKES, ALLOWS, IMPLIES, PROVOKES, LEADS, EFFECTUATES, BRINGS TO PASS, ENABLES, CONSTITUTES, NECESSITATES.

Here's a few more examples. Desiring to increase your persuasion skills enables you to start to use this pattern. **Listening to what I say to you today will allow you to come to the understanding that our firm can assist you in the ways you need most, right now.**

Are you beginning to understand how this pattern works? Let me give you an exercise that will help you to perfect your use of this pattern. I'll list some things that could be considered X's and some things that could be considered Y's and you put them together.

X	Y
1. Sitting there	Buy from us
2. Thinking about what I say	Realize the value in our product
3. Listening to your secretary buzz you	Go along with our proposal
4. Presenting this to your board	Enjoy creating this relationship
5. Thinking about what you really need	Hire me

POWERFUL PERSUASION

You can mix and match the above X's and Y's to practice this exercise. Here's just one example. **Thinking about what you really need right now allows you to enjoy creating this relationship with me.**

Let's move on to another pattern that's similar to the one I just taught you. It's called **Implied Cause and Effect**. It is represented like this:

As X, Y

This pattern simply puts the word that connects the X (cause) and the Y (effect) before the X. This simply *implies* a connection rather than forces one. An example: **As you read each word in this article, you can become aware of the profound positive changes taking place right now in your ability to persuade others gracefully.** This sentence then, **implies** a connection between reading and changing.

You can use this technique just as you can use the X causes Y technique. The major difference between the two is that the implied cause and effect is a bit softer. Some people prefer to start off by using the implied cause and effect and then moving on to straight cause and effect.

Try going back now to the exercise above and make each one an implied cause and effect sentence.

In order to get the most from this information, it is important that you create several outcomes for yourself and then practice saying them in the cause-effect format so that you can become comfortable in using them.

Let's go to the last pattern for this article. It is called Single Binds. Single Binds are in the cause and effect family. They are especially powerful and fun to use. (Critics and Cynics, please see paragraph two.)

The structure for Single Binds is:

The more you X, the more you will Y

In this pattern X will represent the trigger for the Y or X can also represent what you don't want to have happen and Y can then represent what will happen anyway. You can learn this best by reading a couple of examples. **The more you try to disagree with me, the more you will find yourself in agreement.** How do you like it so far? In this sentence the X is "try to disagree" and the Y is "find yourself in agreement." Get it?

Here is another example: **The more you understand this pattern, the more you will be compelled to learn even more about it.** This sentence reinforced a particular behavior, where the one above stopped or changed a particular behavior.

Here's another one: **The more you consider doing business with our competitors, the better doing business with us becomes.** Now, let me ask you, is this a useful sentence in the business world?

The one thing I often hear in my trainings is, "can you really use this pattern just like that?" The answer is ABSOLUTELY YES! You'll get the hang of them the more you practice with them. Of course I could say, the more you wonder whether or not you can actually use this pattern the more you will find it naturally coming out of your mouth. However, you'll find that they are extremely useful and very powerful in persuading other people.

Coming up in this column we will cover the use of double binds, covert verbal pacing and leading, presuppositions—including some little known types of presuppositions and additional language patterns that will help you in business and persuasion.

* * *

Rick Cleveland *is a Certified NLP Trainer. He is a partner in Cleveland, Carter and Associates, which is a division of Paradigms for Excellence. His training program called Precision Communication™ offers certification training in the business applications of NLP. Currently these trainings are being held in Southern California as well as San Francisco and Edmonton, Canada. He can be reached for further information at 714-472-3732.* ■

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NLP IN HEALTH

Dr. Christopher Rogers, who regularly contributes this column, is on an extended trip to the Orient.

Our guest contributor this issue, Dr. Janet Konefal, Ph.D., has created a specific intervention protocol developed to create a compatible psychological system for someone who has the AIDS virus. The protocol is an adaptation of several NLP procedures including the Integration Technique developed by Robert Dilts and the Timeline exercise described by Connirae and Steve Andreas.

By the time this article goes to press, Dr. Konefal will have presented this technique at the NANLP Conference held in Chicago April 21-24, 1988.

COUNSELING PROTOCOL FOR ARC AND ASYMPTOMATIC AIDS VIRUS CARRIERS

By Janet Konefal

Most ARC or Asymptomatic virus carriers have a belief that because they are infected with the AIDS virus they will (must) die and they will probably die soon. This limiting belief reinforces the decline in their immune system and further enhances or encourages a disease state. The following protocol is designed to expand this limiting belief to include the possibility that they could remain healthy for those who are asymptomatic or regain their health if they are ARC.

The integration exercise is designed to establish a cooperative existence between the virus and the immune system. Discussion with the patient should include the fact that some viruses live inside the body and never manifest themselves in a disease state; other viruses are in the body and only manifest themselves when the person's immune system weakens. The immune system can be weakened by poor health or lifestyle habits (eating, exercise, smoking), an illness or a stressful situation.

Discussion should also include the fact that there are some individuals that develop their own immunity to the virus. For those patients who argue with the statistics that most people with the virus die, include in the discussion an image of the bell curve with the exceptions out on the far end of the curve (can be matched to their location of future). Set up embedded commands to have the person become one of the statistics that survive. Use non-obvious metaphors in addition to the obvious metaphors.

One of the main problems of ARC or Asymptomatic Virus Carrier, is difficulty in thinking about the future. When asked to think about the future many start to cry, get angry or say they can't think about the future. They often describe their visual images of the future as a black hole or a dark tunnel that goes downward. Sometimes they see the future without them there, or they see their funeral or themselves dead.

The purpose of the Timeline procedure is to enable the person to think about the future while remaining calm, relaxed and including the possibility of being alive. This will reduce the immediate stress response that the individual is having today about carrying the virus. Reducing or eliminating the immediate stress response will decrease the physiological responses of stress (muscle tension, HRT, palpitations, poor sleep patterns, etc.) which effects the health.

This will also enable the individual to increase focus on behaviors that promote his/her health.

SOME DEVELOP IMMUNITY

Integration Procedure for AIDS Virus

1. Have the person identify the situation as the person perceives it. Have the person describe the process of having the virus in his system (body).

2. Have the person identify the major parts, e.g., the virus, the T-Cells or immune system and whole self.

3. Have the person create a visual image of the virus. Use the language of the person and simplify the description, e.g., Pacman, triangle, Squiggle, small container. Henceforth, refer to the virus in the person's terms.

Have the person establish communication with the squiggle, triangle or whatever. Discover what the positive intent of the "squiggle" is (usually it is to survive).

4. Have the person ask the Squiggle whether it knows that if it destroys him (kills or whatever word the person uses) then the Squiggle will also be destroyed.

5. Have the person create a visual image for the immune system, or T-cells, establish communication. Henceforth, refer to the immune system or T-cells in the person's terms, e.g., Big T's, Pacman, football players. Discover the positive intention of the T-cell. Communicate to the big T's that their job is to keep the Squiggles at bay.

6. Introduce the Big T's to the Squiggles and vice versa. Discover what they have to say to each other or how they visually respond to each other.

7. Continue the dialogue or interaction either continuously or intermittently until a co-existence agreement is reached between the Squiggles and the Big T's.

8. Find out from each part what the person (whole self) can do to enhance this co-existence. Use questions such as:

To Squiggles: What can I do to make sure that you (Squiggles) can be held at bay?

To T-Cells: What can I do to support your keeping a healthy balance between you and the Squiggles?

9. Continue exploring until the person has a visual image of co-existence.

10. Establish early signals that the person can respond to in order to maintain this healthy balance.

11. Have the person establish a response pattern to warning signals.

12. For homework have the person continue imagery work on a regular basis.

Timeline Procedure

1. Have the person select a mundane daily activity that can be traced from the past to the future, e.g. fixing hair, waking up, brushing teeth, etc. Check to make sure that the activity does not have any anxieties or traumas associated with it.

2. Have the person go back in time and recreate what it was like to do this activity as a child, then as a teenager or young adult.

3. Have the person imagine doing the activity today.

4. Have the person imagine doing the activity tomorrow.

5. Proceed, having the person imagine doing the activity in the future in the following order: tomorrow, next week, next month, six months, one year, two years, five years, ten years, twenty years, at age 100. If the person has difficulty doing this, find out what stops them. Do whatever procedures (change history, submodality changes, etc.) are necessary so that the person can complete the Timeline.

6. Discuss other activities the individual would like to do at age 100. Install humor as the person is thinking about being 100.

7. Have the person let the Squiggles and Big T's in on their plans for the future. Seek their support and cooperation.

* * *

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NLP IN SPORTS



ANTHONY J. MEDURI

SPORTS TRAINING INSTITUTE

ANXIETY OR EXCITEMENT?

Anxiety—before a competition or is it excitement—fascination, a compelling attraction—motivating you, driving you onward to resource even more talents and abilities on your way to even more ecstasy . . . now!

"Butterflies in the stomach" before a performance sometimes enhance performance but, if too severe, may indeed hinder it. On the other hand, *insufficient* excitation or neurophysiologic pre-preparation can also interfere with optimum performance.

> The human sense of dignity—the fact that we experience ourselves as agents, displaying volition, operating 'our' body as if it were a machine distinct from the I which operates it, is the most familiar of all human experiences; and perhaps upon inspection, the oddest.
> — Alex Comfort, *I and That: Notes on the Biology of Religion* New York, Crown, 1979, p. 3.

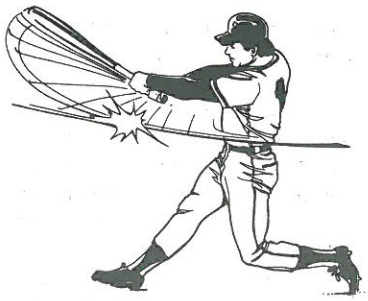
Sport Psychology, as I have suggested in my previous article, is a young and in many respects an immature and content-laden quasi-science. Its aim, if indeed this is an appropriate overview and description, is to understand the athlete's feelings and correlated behavior patterns and by careful observation, identify effective and efficacious methods of modifying (or changing, hopefully toward the more compelling) these feelings and behavioral correlates to significantly alter, enhance, embellish and improve performance.

The general concern of sports psychologists has been to enable athletes to adequately adjust their resident *level of neurologic arousal* to the most appropriate level that both encourages and ecologically supports the very best, indeed, optimal performance. Usually, emphasis is placed on *reducing* arousal levels, (a strategy very much contingent upon the precise contextual environs at the very moment of competition or performance), reflecting the idea and/or conceptualization that excessive nervousness is the emotional roadblock most likely to interfere with winning the gold or some other equivalency of scale.

In general and up to this point in time, recommended techniques for appropriately reducing arousal (which may or may not be appropriate, remember), have included biofeedback, visualization techniques and Transcendental Meditation.

Now—some sports psychologists are suggesting a new way of looking at the athlete's emotional states called, oddly enough, *Reversal Theory.*

OPTIMAL PERFORMANCE



Reversal Theory, in its most simplistic form, suggests that an athlete may interpret feelings in one of two ways, depending on which of two underlying emotional states (referred to as *metamotivational states*) he or she is in at a given instant.

> In psychoanalytic treatment nothing happens but an exchange of words between the 'patient' and his physician . . . Words and magic were in the beginning one and the same thing, and even today words retain much of their magical power . . . Words call forth emotions and are universally the means by which we influence our fellow creatures.
> — Sigmund Freud: *A General Introduction to Psychoanalysis* New York: Washington Square Press, 1952, pp. 21-22

Robert J. Trottier, in an article titled, "Psychiatry for the 80s" in the May 30, 1981 issue of *Science News,* wrote an account of the 1981 meeting of the American Psychiatric Association in New Orleans which contained the following apt remark on the future of behavioral predictability and possibilities:

> . . . And it seemed obvious that the legacy of Freud—the myth of psychoanalysis—is being abandoned for the potential precision of biology—as Freud predicted it would. The talk at the meeting was not of psychodynamic theory and Oedipal complexes but of psycho-pharmacology and brain chemicals. Strict diagnostic techniques and procedures are being combined with increasingly sophisticated and selective drug treatments to bring about more effective therapies.
> — R.J. Trotter, "Psychiatry for the 80s." *Science News* Vol. 119, May 30, 1981, pp. 348-349

There are a number of diverse and quite divergent pairs of metamotivational states—here I shall list two states or one pairing and address my comments, remarks and observations to this specific pair. They are: *telic* vs. *paratelic* neurologic states.

One can be in a "telic" state when an individual feels goal-oriented, interested in ends rather than means, is future-oriented, planned, generally realistic, and exhibits a preference for controlled, stable, "low-arousal" activity (a sort of efficient businesslike accumulation of several lesser states).

One can be considered to be in a "paratelic" state when one feels process-oriented, interested in means rather than ends, is present-oriented, spontaneous, off in a land of make-believe and exhibits a preference for exciting, "high-arousal" activity (sort of floating or ambiant in contextualizing this state or accumulation of many states).

Even though most people demonstrate a discernible preference for one of these two "meta-states," several behavioral scientists have suggested in their publications that it can be and should be quite possible to switch back and forth between them at will (a selectively orchestrated elegant swish pattern, where one can switch dissociatively to the state required for optimal outcome).

METAMOTIVATIONAL STATES

This would give the athlete much greater control of his or her emotional responses at very critical times, most notably before competition.

As an example, consider the following: a highly motivated, aroused athlete in the "telic" state interprets that pre-competition arousal as *anxiety*. While, a highly-aroused athlete in the "paratelic" state, on the other hand, interprets pre-competition arousal as *excitement*. Same arousal, different emotional response —perhaps, a different outcome!

A switch from "telic" to "paratelic" would allow the athlete to use and critically, selectively utilize to the very best of their abilities the energy of the moment as excitement, as fascination (compelling and neurologically overriding), possibly improving performance—rather than as anxiety, possibly diminishing or worsening performance. Likewise, an athlete experiencing low arousal in a "paratelic" state may interpret that low arousal as boredom or, worse yet, react to it with hesitation.

An athlete experiencing low arousal in the "telic" state interprets that low arousal as *relaxation*—a calming, new serenity. Again, the very same arousal milieu, different, divergent emotional correlate. Yes, again the same potential for transforming an emotion that might interfere with performance into one that can very well enhance it.

The key to change—to taking advantage of these metamotivational states—is the ability to alter and differentiate between the two, therefore changing, quickly and when necessary to do so contextually. Almost welcome opportunity to utilize contextually oriented submodality clustering to bring about change quickly, facilitatively and repeatedly.

* * *

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COMMUNICATION AND SUPPORT WORKSHOPS FOR AIDS RESEARCHERS, EDUCATORS AND COUNSELORS

By Janet Konefal

Much information about AIDS has been provided to public health educators. The information has little value unless these educators are able effectively to disseminate this information to the public. Effective delivery means that the material be delivered in such a way that the recipients will be able to both understand and respond usefully to the information given. The significance of the AIDS Educators Communication Workshop is that it proposes to provide public health educators with a framework to enable them to present AIDS information to the general public and specific subgroups in ways in which the information will be heard and acted upon and to provide them personal support in this demanding task.

The overall aim of this project is to increase the effectiveness of health educators in disseminating AIDS information to the general population and especially to minority groups within that population.

Specific Aims

The first aim is to improve interpersonal communication skills among health educators. These skills are designed to enable the staff to create intra-staff support for one another and to build effective networks with other groups. Effective networking will ensure that educators will have the most up-to-date information and provide a vehicle for them to exchange presentation techniques.

A second specific aim is to improve intrapersonal communication skills to help reduce personal stress and conflict in relation to AIDS issues. Addressing these issues will promote health among health educators and prevent burnout.

A third aim is to provide educators with a "framework of alignment" with educational objectives. A framework of alignment allows presenters to maintain their own personal values without having those values interfere with their professional presentation of information reflecting different values.

A fourth specific aim is to teach educators how to present information within a particular individual's or group's model of the world. Presenting information in a way that respects and matches the values of the group to which the material is being presented enhances the probability of having the information understood and acted upon.

Methodology

The curriculum design calls for a two-day workshop. The format includes both large-group activities and small-group exercises with individualized attention as needed.

To insure the quality of learning and individual attention the workshop will accommodate a maximum number of sixty persons.

The workshop will be led and instructed by Janet Konefal, Ph.D., and the Westchester Institute. These trainers have the specific advanced communication skills, diverse areas of expertise and experience as a team to successfully facilitate this workshop.

The specific target populations for the workshop are AIDS health educators including the county public health educators and the AIDS health educators with HRS.

* * *

Janet Konefal, Ph.D. *has been working with various AIDS groups developing workshops, intervention protocols and support groups. With the assistance of the Westchester Institute, Dr. Janet Konefal designed and implemented a communication workshop for the Pediatric AIDS Clinical staff at the University of Miami School of Medicine, where she is Director of the Department of Epidemiology. Contact her there at P.O. Boc 016069, Miami, FL 33101, 305-547-6759.* ■

BOOK REVIEW



GREGORY GIBSON

President
NEURO CONCEPTS INSTITUTE

Monsters and Magical Sticks

Monsters and Magical Sticks by Steven Heller, Ph.D. and Terry Steele is a fun book to read, while providing insight into the technology of NLP and hypno-therapy. After carefully reading *Monsters and Magical Sticks*, one may truly be left with the belief that the unconscious mind not only perpetrates problems but—even more importantly—it contains the solutions.

Monsters and Magical Sticks is full of information that might be best viewed as a synthesis of NLP and hypnosis. Heller and Steele make use of belief systems, utilization and anchoring in the presentation of their material. Their chapter entitled "Patterns" provides the reader with excellent examples of "pattern interruptions" and their results.

What's *really* nice in *Monsters and Magical Sticks* is that the authors continually provide case examples of the therapeutic tools presented. The case examples are clearly presented and truly illustrate the concepts that Heller and Steele present. So in the words of Heller and Steele, "While the last section of this book will deal specifically with application, a selected case will help you to tie together what you have learned thus far. If you find yourself still tied to the past, this case will help you cut that cord right at the knot yesterday but now!"

Performance Management

How many of you out there have been looking for a book that translates NLP into a usable business format? Well, *Performance Management*, by Michael D. McMaster, does just that. McMaster has, in my opinion, come a long way from his earlier work entitled, *Precision*.

McMaster's knack for making concepts and tools clear and concise is a recurrent theme in *Performance Management*. The examples utilized to illustrate his concepts and the concepts of NLP in a business context, have been well selected, apparently for ease of illustration.

Performance Management is easy to read and McMaster has obviously learned the importance of sequencing in the presentation of his concepts and ideas. I would highly recommend this book for anyone wanting a thorough understanding of NLP in business. I would also recommend this book to beginning NLPers, as well as advanced NLPers.

* * *

Lately I have been getting lots of inquiries about obtaining the books I review. Following I have listed several of the "prime" sources I utilize: 1) Metamorphous Press, Inc. P.O. Box 10616, Portland, Oregon 97210-0616, (a full range of NLP books and other interesting texts); 2) W.W. Norton and Company, Inc. 500 5th Avenue, New York, New York 10110 (Erickson/Rossi books, and other hypnosis relevant texts); 3) Alexandria-II Bookstore, 3686 A.E. Colorado Blvd., Pasadena, California 91107 (Full range of NLP, New Age and hypnosis texts).

* * *

Greg Gibson *is a certified trainer of NLP. He can be contacted at 25822 Evergreen Road, Laguna Hills, CA 92653, or by calling (714)458-7676.*

■

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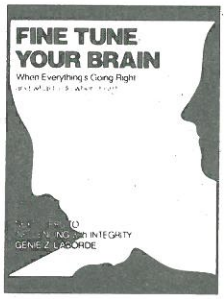
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A Pragmatic Guide to Communication and Change
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THE CURE FOR AIDS
By Leonard Orr

According to the publicity I have heard, AIDS is supposed to have no cure.

I think the ideas and practices described in this brief article have already healed many cases of AIDS by different names. Why do we think that AIDS is new?

Although I am not a doctor, I often teach doctors. And I often heal doctors and their families of things their medical training doesn't work with. I make no claim to be practicing medicine, but I've noticed God did not give the medical profession a monopoly on healing.

I believe that AIDS is a combination of at least five factors:

1. Birth trauma which may include prenatal and/or infancy trauma.
2. Parental disapproval and conditioning.
3. Toilet training trauma which includes the dirty diaper syndrome.
4. The misuse of the mind and body with negative thoughts and an overactive sex life: or sexual guilt about it.
5. The unconscious death urge—this is only incurable until it becomes conscious.
6. Karma from past lives.
7. The lack of simple daily spiritual practices with earth, air, water, fire and mind.

I have been playing around with healing techniques which I call the "Ultimate Healers" for many years. Actually, I have over 10 million students. I have been relatively unknown only because I have not sought publicity. I have been more interested in producing results than in getting rich and famous. I am only seeking publicity now because of my willingness to serve.

This is the truth for people willing to hear it and to try these simple practices. They can not only heal AIDS, but anything.

An "Ultimate Healer" is a technique that anyone can do that has actually healed every illness known to humans.

1. I have seen people heal every illness imaginable by changing their thoughts. Discussing guilts and toilet training experiences can heal AIDS.
2. I have seen people heal everything from allergies and depression to anger and terminal cancer just by sitting by a fire. Fire can heal the deep emotional causes of AIDS.
3. I have seen people heal all illness known and unknown by soaking in a bathtub. Water can clean everything and heal everything.
4. I have seen people heal all illness by consciously doing a simple connected breathing rhythm. Breathing air and energy properly can heal AIDS.
5. I have seen exercise, fasting, and diet changes heal all kinds of disease—mental and physical. Walking in the forest and food mastery can heal AIDS.
6. I have seen competent healers consciously move the pain and illness of any kind out of human bodies. I have done it myself. AIDS is nothing to be afraid of.
7. God, of course, is the "Ultimate Healer," but God has built mind, earth, air, water, fire, and human relationships into nature as the natural vehicles of grace and healing. AIDS is not more powerful than God.

Only one of these techniques by itself can heal everything. Using them all in harmony is the royal road to perfect health. Think about it! But don't only think about it. Do something with these simple practices!

If there is an "AIDS Victim" who is interested in being healed the easy way, I am willing to have one "AIDS Victim" at a time come to my spiritual purification center called Consciousness Village-Campbell Hot Springs in Sierraville, California.

Obviously, I'm not going to get rich off of one patient at a time, even if I do have the cure for AIDS.

The cure for AIDS—according to my non-medical approach—is to give the "victim" the ideas that work about mind, earth, air, water, fire, and community and then to discuss any questions the person might have about implementing them.

For example, sexual guilt is obviously a cause. This guilt can be attached to birth feelings, toilet training, and masturbation, as well as premarital or homosexual activities. Talking about it works to a point. I recommend that people with any kind of venereal disease or sexual difficulties write out their feelings and beliefs about each one of these issues and meditate on them, working with simple affirmations like: "I am safe. I love my genitals. God will stop punishing me as soon as I forgive myself. Sexual pleasure is a natural human right." Affirmations are very effective when used with an emotional response technique instead of just repetition.

Religious conditioning sometimes causes more mental and physical illness than it cures. Religion can cure people; it can also be empty and suppressive. Phineus Quimby, the greatest healer in American history who lived in the mid 1800s said, "Orthodox religion is responsible for causing more sickness than it cures."

I would recommend enemas and colonics. Colonics is best because it is a loving social experience. But it has to be an emotional experience as well as a physical experience in order to heal.

Water means bathing twice per day. I recommend soaking in a hot tub for at least a half hour morning and evening. Some deep breathing causes more relaxation and psychoanalytical insights.

Fire means burning a candle all night while sleeping and sitting at a fireplace for five to 10 hours at a time.

Earth means walking in the forest every day and food mastery. Food mastery means eating only juices or water one day per week or more elaborate diets.

Air means consciously breathing energy as well as air. A conscious connected breathing rhythm merging the inhale to the exhale can clean the blood, the nervous system, and all the organs as well as the energy body. I've trained over 100,000 teachers in this method of breathing.

Community means being able to relax and tell the truth about your feelings to all kinds of people. It also means seeking out the individuals who have special ability to heal. Anything can be healed.

I believe that all symptoms are healings in progress. Either the Spirit and mind are healing the body or the Spirit and body are healing the mind.

One reason the medical profession cannot heal AIDS is because they do not understand the death urge and how it works. I have found over the years that teaching Physical Immortality and the Eternal Natural Yoga of Earth, Air, Water, Fire, Mind, and Spiritual Community makes healing terminal diseases so easy, it is like cheating.

Healing terminal illnesses has always been done by spiritual approaches and always will. It is just that it is rarely tried. Spiritual purification: the simple exposure to earth, air, water, and fire on a systematic basis changes emotions, feelings and lifetime habits. There is no healing without changes. Real healings take us through our highest highs and our lowest lows.

Healing the death urge is usually not done overnight. And sometimes it is! Healing the dirty diaper syndrome and sexual guilt doesn't happen overnight.

ULTIMATE HEALER TECHNIQUE

THE LIVING OPTION

Everyone has built in unwillingness to change. It is built in to the nature of the human mind. I have met over seven immortal humans over 300 years young, but most people prove by their behavior that they would rather die than change.

However, I believe that people with AIDS who are willing to live and grow and change can produce dramatic healing in one to three months by participating in my center. I believe that people doing the simple spiritual purification practices that we do here will experience significant results in healing their symptoms and that blood tests and other medical tests will verify these results.

Although I have not seen this with "Official" "AIDS Victims," I have seen healings of every other kind of symptom including incurable forms of venereal disease.

Although my experience of the natural healing processes I use is that they are quite adequate for almost everything, I recommend that people who believe in medicine should continue to use it. Our local doctors will be happy to give service to people who are participating in our healing center.

Campbell Hot Springs has been a healing center for hundreds of years.

Our fees are very reasonable. $550 per week includes our program, food and lodging. The monthly rate is $1500 or $1000 depending on the quality of the lodging—we have two hotels.

I regret that we are equipped to take only one "AIDS victim" at a time, but hopefully they will be healed rapidly and we will have a rapid turnover.

My main focus is training healers. Consciousness Village-Campbell Hot Springs is an international training center. Many people from medical and all healing professions come here for training.

After we demonstrate results with three or more cases of official "AIDS victims," we probably will be willing to take more than one at a time.

I prefer for the first three "AIDS victims" to be full paying participants because I'd like to begin this work as a win-win situation. After we have demonstrated results; our normal scholarship policies will apply.

To apply to our healing center, please call or write me personally.

Truth, simplicity and love, Leonard Orr

* * *

Leonard Orr, *the co-author with Sondra Ray of* Rebirthing in the New Age *and* The Common Sense of Physical Immortality, *can be reached at Consciousness Village-Campbell Hot Springs, 1 Campbell Hot Springs Road, Box 234, Sierraville, CA 96126, 916-994-8984 or 994-3677.* ■

I AM ALIVE NOW IN THE WORLD
By Leonard Orr

The I AM ALIVE NOW project is being done in many cities and towns across America and the world. Its purpose is to accelerate peace in the world and in our mind and body.

The method of this project is to give everybody an opportunity to think about the idea of physical immortality as expressed in the following affirmation:

I am alive now, therefore, my life urges are stronger than my death urges; as long as I continue to strengthen my life urges and weaken my death urges, I will go on living in increasing health and youthfulness.

IMMORTALITY IS HARMLESS

The idea of physical immortality has never been tried by a modern society. Ultimately, the only way it can be tried is to get everybody to believe in it. This goal is perhaps too idealistic, but we may be able to get everyone talking about it and thinking about it for a while. If, after considering physical immortality, people prefer to die, dying will become a more conscious act.

The immediate goal of the I AM ALIVE NOW project is to give everybody an opportunity to think about physical immortality and make it a live option. When the idea becomes popular in the total population, we may be able to measure results by a reduction in death statistics and other social changes.

The fact is that the idea is already believed by over 100,000 people in the United States. These people report a significant increase in personal health, happiness and success. The belief system that death is inevitable may produce more personal and social ills than we realize. The idea of physical immortality is totally harmless. Let's try it! Deathist mentality is unhealthy to humans.

War is a social expression of personal death urge. The I AM ALIVE NOW affirmation helps to unravel the personal death urge and prevent war. Every person who learns this powerful thought moves us further away from nuclear war and all kinds of violence.

We invite all media people to support the project. We invite our government to support the project. We invite churches and therapists to provide seminars and counseling about the death urge. We invite schools and colleges to participate.

The project is now a grass roots movement supported by loving and generous citizens. We invite your participation by sharing this letter with friends, neighbors and people with whom you work.

The ultimate purpose of individual consciousness is the eternal life of the spirit, mind *and body*. After achieving immortality of spirit, mind and body, all there is to do is practice truth, simplicity and love; and to enjoy life.

If you would like further information regarding books, tapes, and videotapes on this important subject, please ask, whether or not you do send a donation. We have prepared a special booklet free to everyone who asks. This will continue to be printed and mailed as long as we have funds to support the project.

It costs us $3 to produce and mail this booklet to you. However, feel free to request a copy whether or not you do send money.

We have so many life support systems built into our civilization that the majority of the people may be able to realize physical immortality. The potential tragedy during our generation is that they may die needlessly just because they have never heard of the idea or thought about it.

The affirmation, of course, may not be enough to realize a complete transformation from mortal mentality to eternal mentality, but it is necessary to begin somewhere.

The booklet we will send you, if you ask us, contains an up-to-date list of books on the subject. We will also include information on local activities and people who are mastering physical immortality.

I am alive now, therefore, my life urges are stronger than my death urges; as long as I continue to strengthen my life urges and weaken my death urges, I will go on living in increasing health and youthfulness.

* * *

If you would like to start, or participate in a local project, contact I AM ALIVE NOW IN THE WORLD, Box 163, Sierraville, CA 96126, 916-994-8984. ■

WHY DIE?

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Founder
Advanced Behavioral Modeling and
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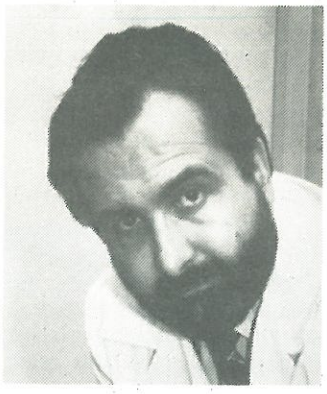
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INSTANT REPLAY



CHRISTOPHER ROGERS

A/V & Software Reviews

Susan Marcus is a respected member of the Grinder, Delozier and Associates training staff and Executive Director of the Oregon Center for NLP, which you may have been hearing about due to an aggressive marketing program of late (including the world's first NLP-institute-sponsored credit card). I am happy to say that her voice is well suited to prolonged listening.

Two personal-development audio cassettes of inductions and subliminal messages are available at $12 each from OCNLP at 99 West 10th, Suite 222, Eugene, Oregon 97401, 503-343-7527:

"Integration of New Learnings" features Susan Marcus and Master Practitioner Kevin Courcey doing a double induction on one side using echo effects to create a multi-level impact, which is reinforced by a flip-side subliminal-message tape using music and ocean/sea gull sounds on the conscious level.

The induction gently guides you through a series of change exercises and patterns, such as variations on the circle of excellence, future pacing and change personal history in personal contexts of your own choosing.

The presentation and production values are professional and there has obviously been a lot of attention paid to details, such as the subtle use of the ocean and gull sounds behind the side-one induction to create reinforcing loops between the overlapping messages on both sides.

Sometimes I feel silly saying that attention or thought must have gone into inductions, since most people's best work is produced in an altered state that makes it seem—even to the creators—almost automatic, but with audio and video, the editing and refining is usually conscious.

I especially appreciate little touches like listing in the liner notes the subliminal messages masked by nature sounds on the second side. The arguments that not knowing the words makes them more effective have never been proven and an equally convincing case can be made that if artfully handled, prior knowledge could even be used to make the messages more effective. Besides, a civilized paranoia prevents some folks from trying undefined subliminal message programs.

Since the "hidden messages" reflect the theme of what is being generated on both sides, here they are to help you see if this is a direction in which you want your personal growth to bud:

"I am generating the resources and skills necessary to meet my outcomes . . ."

"I am appreciating my integration of new learnings . . ."

"I am using my skills creatively and acknowledging my successes."

"I am respecting the environment in which I evolve . . ."

"I am fine tuning my ability to focus."

OCNLP ALTERED STATES

Marcus teams with Matt Bloom, Ph.D. in **"Explorations: Mindscapes (Exploration of Relaxation) A Multi-Induction,"** an earlier tape produced by the alter-ego company Uncommon Solutions.

This tape has an introduction on one side. The flip-side induction emphasizes stereo effects play in a double induction with background slow track. The format has a more formal eye closure and return format, which may distract some who alter their state more rapidly than is directed, but is also worth experiencing as both a personal journey and an easily reviewed and studied example of NLP/Ericksonian hypnotic techniques.

Marcus, Bloom and Courcey have been meticulous in their packaging to note that the tapes should not be used when driving but their very conscientiousness reminds me to mention to you that many producers have not been as thoughtful and lots of the NLP trainings on audio tapes include portions where the instructor uses powerfully altered states as a teaching device. These states can be reproduced in the listener, but because the title or subject does not make specific mention of hypnosis, many people overlook caution and operate machinery from sewing machines to Cadillacs while listening to the tapes.

It is always safer to err in the direction of excess caution when you have never listened to a program before. Naturally, when you receive a cassette package of ten or twenty hours recorded at a live training the temptation is to listen at every possible opportunity, but even runners sharing public thoroughfares with two-thousand-pound metal monsters would be wise not to supplement their endorphin high with linguistically induced altered states!

* * *

Christopher Rogers *is an NLP Master Practitioner, having received his Practitioner Certification through GDA and advanced Training, including Trainers Training and Modeling, with Richard Bandler, Robert Dilts and others.* ■

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BEHAVIORAL MODELING

This column will be about modeling. Richard Bandler has said that NLP is an attitude and a methodology that leaves behind a trail of techniques. The methodology is called modeling. It is the process by which NLP was created in the first place. The trail of techniques is what is marketed commercially today as NLP. Modeling is the process by which excellence or expertise is captured and transferred. It is based on the principle that possible in the world and possible for anyone is only a question of how.

There has been a lot of talk in the NLP community in the last several years about modeling, but there have not been very many models generated. Frequently, modeling has been applied to human capabilities with limited results. In NLP classes where modeling has been taught, the subjects modeled have usually been too broad to produce substantive results or students have modeled fellow classmates. When you model mediocrity what you get is mediocrity.

In contrast to most of the rest of the NLP community, about five years ago a small group in the Army began to apply modeling to concrete tasks in a serious way. This original group consisted of Wyatt Woodsmall, Richard Graves, Robert Klaus, Paul Tyler and John Alexander. Over the years, this group worked with John Grinder, Tony Robbins and Richard Bandler. This group dissolved several years ago. Woodsmall, Graves and Klaus have continued to do modeling in and out of the government.

This column, which will be written by Wyatt Woodsmall, Ph.D., Richard Graves and Ronald Cruickshank, Ph.D., will present the lessons they have learned over the last five years and are continuing to learn doing modeling in the government and private sectors. Woodsmall and Cruickshank are currently involved in a major modeling project with Polaroid and Graves is currently involved in a major modeling project with the Army. These two projects are the culmination of five years of hard work and are the first two six-figure contracts in the modeling arena.

Woodsmall and Cruickshank, who are partners in Optimax, Inc., call what they do Advanced Behavioral Modeling℠ and Graves, who is employed by a major corporation in the Washington, D.C. area, calls what he does Behavioral Systems Modeling.℠.

RESULTS OF ADVANCED BEHAVIORAL MODELING™ IN THE FEDERAL GOVERNMENT

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Some of the results of Advanced Behavioral Modeling™ are summarized below. These cover a wide range of applications. These examples of completed or in-progress programs and projects show the practicality, scope and versatility which the technology has demonstrated successfully and merely hint at the vast range of practical applications. This issue's column will focus on modeling projects in the federal government. Next issue's column will discuss projects in the private sector.

Army Pistol Project

Modelers: Dr. Wyatt Woodsmall, Richard Graves, Robert Klaus, Paul Tyler, John Alexander, Dave Wilson and Tony Robbins

The two best 45 caliber pistol shooters in the world were modeled. Both were Sergeants in the United States Army Marksmanship Training Unit. One was the National Champion and the other was the Interservice Champion. Their beliefs, values, strategies and physiologies were elicited. Suggestions were made to them as to how they could further improve. In the next match after applying these suggestions one shot the most bullseyes in his marksmanship career and the other was able to break out of a six month slump and regain his previous form.

With the information obtained from these two experts the Army's Standard Combat Pistol Training Course was modified. The time of the training was cut from four days to two days, and changes were made in the curriculum to include the installation of proper physiology, the removal of disenabling beliefs and the installation of supporting ones, and the installation and rehearsal of the mental syntax and sequence of the experts.

A test was conducted with a test group taught by Advanced Behavioral Modelers and a control group taught by the Army Marksmanship training Unit. The test group was able to qualify 100 percent of the trainees while the control group was only able to qualify 80 percent. Further, the test group did this in half the time of the control group, used one-third as much ammunition per trainee and produced three times as many experts. The officer in charge of the Army Pistol Team described this program as **"the first significant advance in pistol training since World War I."**

Intelligence Agents Training

Modelers: Dr. Wyatt Woodsmall, Richard Graves, Bob Klaus

Top intelligence agents have been modeled. Agents of the United States Army Intelligence and Security Command, the Central Intelligence Agency and the Special Forces have been trained in interrogation, calibration, persuasion, pain control, agent handling and other special skills and techniques. Using these techniques they have achieved immediate and dramatic results. They have requested further training in depth and scope.

(Note: Further information on these projects is unavailable due to classification restrictions and the need to protect intelligence methods and results.)

New Patterns of Influence

Modelers: Bob Klaus, Frank Burns, Dr. Wyatt Woodsmall

For the past several years a three day basic and a three day advanced course on New Patterns of Influence has been offered to General Officers in the United States Army and to select Special Executive Service Civilians. This course has focused on rapport, calibration, anchoring, decision making, influence, persuasion and leadership. The course has universally received rave reviews, and many Generals have said that it is **the most valuable training they have received in their military careers.**

Army Recruiting Agency

Modelers: Dr. Steve Frieman, Dr. Sid Jacobson, Dr. Wyatt Woodsmall

The Army Recruiting Agency is charged with filling the Army's recruiting quotas. They instituted a program to model the top recruiters in the Army with the aim of incorporating this information into their training program.

The two top recruiters in each region of the country were interviewed and elicited. Recordings were made of the interviews and of them doing actual recruiting. Their beliefs, values, strategies, physiologies and linguistic patterns were elicited. These tapes were transcribed, and a detailed analysis of behavioral and linguistic patterns was conducted.

This information was used to redesign the standard recruiter training program and to prepare a manual of effective linguistic patterns used by recruiters.

Artificial Intelligence

Modelers: Dr. Wyatt Woodsmall, Robert Klaus

The Special Artificial Intelligence Center which reports directly to the Chief of Staff of the Army was given a special training in knowledge elicitation and acquisition techniques. They immediately began to apply this technology, and obtained significant results with it even while the class was in session. They stated that this was probably the most valuable training which they had received in their military careers and requested further advanced training. Also through interviews and elicitation of class members a determination was made as to attributes and characteristics of advanced knowledge engineers and the training required to produce such people. This information will be used in further selection and screening procedures.

Stinger Gunner Training

Modelers: Dr. Wyatt Woodsmall and Robert Klaus

The Vice Chief of Staff of the Army has stated that the Stinger, which is a shoulder fired surface to air missile system, is the toughest training problem in the Army and an outstanding example of a design failure. Top Stinger gunners were elicited

at the Army Air Defense School at Fort Bliss in Texas, at air defense units in Germany and at the NATO Armed Forces Firing Range at Suda Bay, Crete. During the elicitation process certain incompatibilities were discovered between the Stinger's optical sighting system and left eye dominant gunners. Also other poor design choices in the Stinger man-machine interface were brought to light.

Based on the information elicited from Stinger gunners a retrofit training was developed for previously trained Stinger gunners. This training was conducted at air defense units in Europe, and gunners who went through the training showed a 20 percent increase in hits at the yearly European reliability assessment firings.

Suggestions were also made to the Project Manager for Stinger and to the contractor as to how to redesign the Stinger man-machine interface so as to make it more user friendly. The Deputy Chief of Staff of the Army for Personnel was also briefed on selection criteria for Stinger gunners. This information was also briefed to the Vice Chief of Staff of the Army. He was very enthusiastic about the results and tasked four more problem areas for application of this technology.

Army Code Training

Modelers: Dr. Wyatt Woodsmall, Richard Graves, Robert Klaus, Paul Tyler, John Alexander, Tony Robbins, John Grinder

The Army Intelligence School at Ft. Deavens, Massachusetts takes twelve weeks to train students to receive Morse code. Some of the best code receivers in the military were modeled at Ft. Meade and at Ft. Deavens. Their beliefs, values, strategies and physiology were elicited. It was discovered that all the good code receiveers had a musical background. Also the modelers were able to walk into any classroom at random and immediately tell the instructor who the best and worst students were merely by observing their physiology.

Based on the information elicited suggestions were made for changing selection criteria for code operators and for redesigning the code training course. Suggestions were also made for modifying the training equipment. Implementation of these suggestions has been delayed due to equipment incompatibility. It is estimated that by adopting these suggestions and by changing selection criteria it would be possible to reduce training time by at least half and to reduce the number of dropouts to 10 percent of what they currently are.

Hovercraft Operators

Modelers: Robert Klaus and Dr. Wyatt Woodsmall

The Army has experienced difficulty in training Hovercraft operators. Hovercraft are amphibious propellor driven boats that can operate both in the water and on land. The most difficult part of operating them is land transit on sloping terrain. Hovercraft operators were elicited, and it was determined that a special strategy is required to operate them. In order to steer them successfully the operator must anticipate the affects of the terrain ahead on the craft and make the necessary adjustments in advance in order to keep the craft on the desired course. Suggestions were made as to how to select operators with this ability and as to how to train new operators.

Information Management Systems Administrators

Modelers: Dr. Wyatt Woodsmall and Robert Klaus

The Army is in the midst of the process of office automation. Systems Administrators are required to oversee the new office automation and information processing, storage and transfer systems. These people must be both technically competent and customer and service oriented. They need to customize basically user hostile or even user belligerent systems so that they are user friendly and preferably user seductive. To do this effectively they need the ability to put themselves in the shoes of a non technical user and to anticipate and respond to potential difficulties before they arise. Top Systems Administrators were identified and modeled. As a result of the modeling process recommendations have been made as to how to select and train these much needed personnel.

Army Rifle Marksmanship Training Program

Modelers: Dr. Wyatt Woodsmall, Robert Klaus and Mike Micreau

The best combat rifle marksmen in the Army including the National and Interservice champions and three members of the U.S. Olympic Team were modeled. Their beliefs, values, strategies and physiologies were elicited. This information was used to redesign the Army Basic Rifle Marksmanship Training Course of the Army Infantry School. A test of the new training design was conducted at Ft. Benning, Georgia in the fall of 1987. The test produced incredible increases in performance. The company average has been 31.4 for the course and the previous highest company score had been 32.9. The new training design produced a score of 34.6 which is 3.2 above average and 1.7 above the previous high. This amounted to a 4 standard deviations increase in experts and a 3.5 standard deviations increase in overall performance. Once this design is fine tuned it should become standardized throughout the Army.

Courage, Bravery and Fearlessness

Modelers: Robert Klaus and Dr. Wyatt Woodsmall

This is an ongoing project. Research has been conducted on British Army bomb demolition experts in Northern Ireland and on select personnel of the United States Army to determine what enables them to maintain a calm and competent demeanor in the face of extreme danger. A preliminary hypothesis has been formed which is being further tested.

Ability to Do Synthetic Thinking

Modelers: Robert Klaus and Dr. Wyatt Woodsmall

This is an ongoing project. There are a lot of people who do analysis really well and few people who can do synthesis equally well. To do synthesis it is necessary to chunk up to the larger whole and to determine the function of the activity in question in that larger whole. Some world class synthesizers have been modeled, and a preliminary hypothesis has been formed as to how these unique people are able to think in this way. This hypothesis is currently being tested.

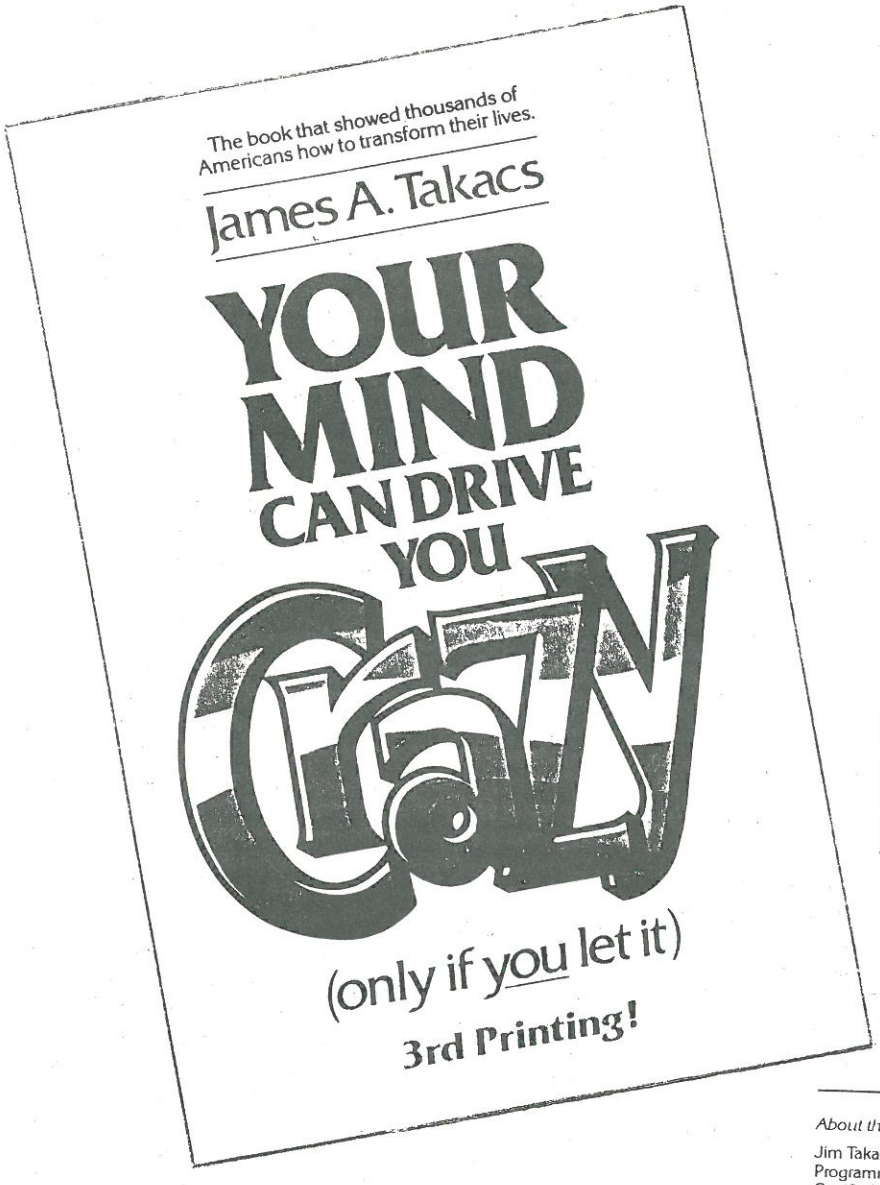
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Wyatt Woodsmall, Ph.D., *certified NLP Master Trainer and Master Modeler, and a partner in Optimax, Inc., has pioneered in applications of modeling in the governmental and private sectors. Richard Bandler, co-creator of NLP, has described him as "one of the few people in NLP today who are actually doing modeling and extending the limits of its application." Doctor Woodsmall is currently involved in a major modeling project with Polaroid, working on a book on modeling called* The Science of Advanced Behavioral Modeling *and will be conducting the Third Annual Trainers Certification training in Orange County, California June 11 to 26, 1988. He can be reached care of Optimax at 801 South 20th Street, Arlington, VA 22202 or at 703-979-3835.*

Dick Graves *is a certified NLP Trainer. He pioneered in applications of modeling in government and in the commercial sector. He is the creator of Behavioral Systems Modeling (BSM).*SM *He is currently the program manager for a major modeling project for the government community. Dick is the first person employed full time by a major corporation to market and conduct modeling projects and related trainings. Dick has conducted numerous model-based training programs that focus on negotiations, interrogation, basic and advanced communication skills for government and commercial clients. He can be reached at 5705 Crownleigh Ct., Burke, VA 22015 or at 703-250-4836.*

Ronald Cruickshank, Ph.D. *is a leading NLP business consultant, trainer and modeler. He is a partner in Optimax Inc. and is currently involved in a major modeling project with Polaroid. Ron is currently interviewing 100 top chief executive officers and presidents around the country for a book on their business and personal strategies and beliefs. Ron himself is a former C.E.O. of Record Bar, which under his dynamic leadership grew to be the second largest record and tape distributor in the country. Having successfully met this challenge, Ron moved on several years ago to business consulting, training and modeling and conducts quarterly NLP business trainings in Durham, North Carolina, Las Vegas, Nevada and Detroit, Michigan. You can reach him care of Optimax at First Union National Bank, Suite 501, 301 West Main Street, Durham, NC 27701 or at 919-688-5712.* ■



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About the author...

Jim Takacs is a Certified NLP Practitioner (Neuro-Linguistic Programming), a Certified Master NLP Practitioner, and a Certified NLP Trainer. He lives and works in Tarzana, California.

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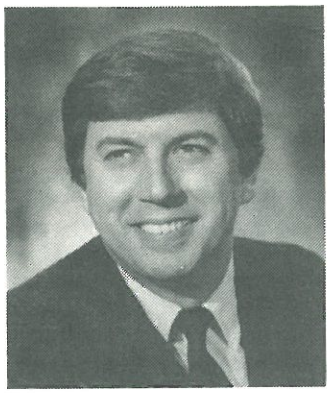
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THE POWER OF DISTINCTION

Learning to make distinctions in any endeavor is the primary key to a successful outcome. Unless you make clearly defined distinctions, your brain will have little solid information to sort. Sorting by hunch or feelings or inappropriate data is what can produce a morass of confusion, conflicting theory and just general, all-around ineffectiveness.

I now propose three new distinctions which I have come across in the course of my work. I trust this information proves as useful to you as it has proven to me—and I trust it serves those you work with as much as it has served those entrusted to me.

All human activity falls into one of three categories—and which category specifically affects the outcome of that particular endeavor. Each of these three categories amounts to a complete context that determines the outcome of whatever behavior/action that is contained within it—and just by shifting the activity from one category to another will often produce the desired result without effort or difficulty.

The three categories are as follows:

Affiliation

By definition: creating a bond; bonding; moving toward favoring: i.e., friendship, love, affection, closeness, caring, sharing, a bias toward; giving or seeking favor and/or liking; being identified with.

Affiliation (AFFL) is a wonderfully human activity and one which *can* produce a great deal of satisfaction and gratification. What is so perplexing and bewildering is that so many people associate relationships with hard work, effort, manipulation, exploitation, retaliation—a whole host of non-nurturing factors. AFFL allows each of us the opportunity to create our own genuine experience of ourselves—yet, so many people AFFL as a contest of wills or, worse yet, a power struggle.

I once heard an "enlightenment" teacher talk about "love" as *a prelude to aggression*. He said that every "I love you" causes others to cringe in anticipation of some form of manipulation or exploitation. I was flabbergasted! Especially when I saw the overwhelming majority of the audience nodding in agreement—silent and sullen. The question that popped into my mind was simply, "How could we have devolved into this state of existence?" Later, I discovered and made a second distinction—and then I began to understand.

Achievement

By definition: two or more people coming together, pooling resources for the sole purpose of producing a common outcome.

What a difference you can make when you make this distinction! We put such strain on our relationships when we work to make our bonds carry the weight of all our activities.

Going to school, for example, is a demonstration of an Achievement (ACHV) activity. The student contributes time, attention, commitment and treasure while the teacher contributes knowledge, skill, data, time and commitment—each working toward a common outcome working *together*. When kept clean, education can be a very satisfying, fulfilling activity and the final separation (Graduation) can be one of joy and satisfaction.

We muck this up when we make school an AFFL activity. Now, we do well IF we like the teacher and if we don't, well—it's the teacher's fault. Every truant, every underachiever is bogged down in AFFL with the only recourse seeming to be punishment, drudgery and a host of bad feelings—about "education." This is very much a case of wrong targeting.

When you sign an employment contract, you agree to exchange your time, talent, services and loyalty for X-number of dollars plus benefits—and there is nothing in that contract about liking, loving, bonding, being popular, etc. I think that this fact has given rise to the notion of "cold, hard, business." Many people use this notion as a justification for sabotaging a boss they don't "like."

Society (the colective agreement by which we all live) scripts females to be the AFFILIATORS and holds them responsible for maintaining relationships. Females hold the family together and they are expected to be free with their emotions and their intuition. Males, on the other hand, are scripted to be the ACHIEVERS—are expected to be logical, rational, UNemotional and solid as the rock of Gibraltar. The directives given are clear—you are either one or the other. Men and women who have successfully slipped the bonds of their particular scripting incredibly complicate their lives by assuming the bonds of the other sex: women ACHIEVERS and men AFFILIATORS. That's like trading one prison for another. Our failure to make some basic distinctions in ways to operate as a human being has resulted in the fiction of "The Battle of the Sexes." (Another wrong target.)

Of course, AFFL does not prevent ACHV; ACHV does not preclude AFFL. Naturally, we all will experience a much more pleasant time if we like what we do and if we like with whom we do it. But that's not the issue. The issue is: What is the purpose of this activity?? What am I here for?? What is the outcome I'm aiming for?? You do not go to school to like your teachers. Teachers are all too human and subject to even more human frailties since they are such handy targets for impish, mischievous students. Holding a teacher as an emotional hostage for your own grades is immoral blackmail. If a teacher, also, uses school as a springboard for popularity and affection, he/she should get out of the profession.

How many parents hold their children's affection hostage to good grades? This is very destructive to both parties involved—and it erodes a loving relationship into one of intimidation and resentment. Loving your kids should never be the issue—so just love'm day and night. Never make that love/bond contingent on anything else. This gives the youngster many more choices when it comes to ACHV. Trust 'em to make the right choices. And give them every opportunity to make their choices and room to recoup when they goof. But whatever you do, keep the two (AFFL and ACHV) clearly distinct and separate as issues.

The notion of "unconditional love" establishes the presupposition that there's previous conditions—and nothing wounds like hostage-bound affection. Look at all the people who claim to "lack motivation" and somewhere in that mass of confusion is the blending of AFFL with ACHV—and one is hostage to the other. Adults, of course, get friends and co-workers to act out those early years (again) as surrogates and, many times, friends unconsciously and unwittingly reinforce that painful presupposition. This stuff is then summarily dumped into a relationship to further clog the lines of communication. What results is an endless recycling of unresolved issues with little else contributed to enrich and enliven the relationship.

Now, for the final category:

Personal Power

By definition: the acquisition of influence and authority over one's own personal resources and the development and governing of same, thereby.

PERSONAL POWER (PPWR) is scarcely recognizable in our culture. If you have it you must deny or suppress it. Even if you acknowledge your PPWR, you mustn't use it. We are all trained from childhood to abdicate our power to others, in the vain hope that all will be well in the hands of others. Somehow, though this doesn't work for us at all; we keep holding ourselves down. We live for agreement—and there is no agreement for PPWR. Because we abdicate our power to those others, we then AFFL like mad looking for "security." Please notice how many people around you are a function of the good opinion of others? How many people do you know who are deeply troubled by "what will other people think?" How many people do you know who weaken with each challenge or setback? These and many other common conditions run contrary to fundamental engineering of human genius.

We have taken to scoffing at politicians lately—laughing smugly at those who are caught in some personal peccadillo. We have nothing to scoff at or laugh about because each of us, in some way, is a politician of sorts in our own right. Each of us campaigns daily for the votes of others—approval gathering—and because we've abdicated our PPWR, we rely on others to keep the flow of "yes" votes flowing in. We never seem to tire of this campaigning—and we never seem to get enough votes. All this campaigning makes commitment almost impossible because we must shift with the whims and caprices of others. So we lose votes and quickly bale out, change position and press on. This, I believe, is not an exaggeration.

Without PPWR, we do not generate our own self-esteem. We do not acknowledge, let alone fulfill, our fondest dreams. Instead, we sell-out and settle for what we can get through AFFL. Now it's no mystery to me why the guru called "I love you" a prelude to aggression.

PPWR means you become Pope, Emperor, Reigning Monarch, High Commissioner, Grand Llama and Exalted High Potentate all rolled into one regarding the issue of who you are. You seize power and become High Priestess, Empress, Queen Regent, High Majesty, Grand Duchess and Exalted Goddess in the matter of how you generate your own life. Generate your magnetism; crank out your humanity; stoke the fires of your compassion as you fire up your passion for life's challenges. Create your own criteria to assess your true value and—if you must compare and compete—then compete with your own track record. What you discovered yesterday, you elicit today and manifest tomorrow. Challenge yourself to greater discovery and applaud and appreciate what you find out about yourself. Don't throw anything away—recycle it so you can use it in a new form tomorrow. Throw your self-hatred out with the rest of your weekly trash; then generate a powerful, clean commitment to your own well-being.

The Golden Rule is backwards—Do Unto Others as You Would Have Them Do Unto You. Notice the arrogance in this statement; you become the standard by which others operate. If you reverse it, it becomes practical, operable and very functional; thus—Do Unto Yourself as You Would Have Others Do Unto You. It is now a natural statement of the truth because the way you treat yourself is exactly how you train others to treat you.

Previously we said that Education comes under the category of ACHV; can you imagine how powerful Education would be if you included it under PPWR? Using PPWR, you could learn from anyone. Regardless of the presentation, you would discover how you absorb, transform and retain the whole experience. Can you imagine what your state of health would be like, if you exerted your own personal influence over what you eat, how much you slept and how often to exercise? You would be communicating with your own body and RESPONDING to those communications to determine what's best for you (instead of using Doctor X's prune juice-and-sauerkraut-diet). With PPWR, "responsibility" becomes a joyful word—one which identifies the source of your Power, rather than a feel-bad word which somehow becomes associated with "It's my fault."

People would quit smoking—not because of something printed on cigarette packs or because of the low-opinion of the public at large but because of what effects it had on themSelves and they would *relish* the opportunity to find the best way to experience it. Contrast this to the guilt-ridden, whiny approach that is so prevalent in the anti-smoking crusade.

Every area of your life would take on a new lustre with the use of PPWR. Your relationships would flourish, prosper and expand as you contributed your resources, your talents and your spontaneity. And, whatever the relationship, you'd find new ways to AFFL and ACHV as the occasion arose.

PPWR fulfills the other two categories when you make the simple, clear, clean distinctions mentioned. PPWR allows you to love, flat-out, when that's what's called for. Cinnamon is a great spice and it makes some foods mouth-wateringly delicious BUT you don't put it in everything. Neither is love required in everything. Contrary to the romantic notion that "Love is the Answer to Everything"—Love (like cinnamon) is used full-flavored by design, selectively. Furthermore, Love is totally unreasonable; that is, when you love for a reason, you hold the lovee hostage to that reason—and we've already discussed that. Love to experience yourself as a Loving Being—and not for some petty justification to assuage your fear of disapproval.

PPWR makes ACHV a source of great energy and excitement instead of the cause of fatigue and nervous exhaustion (burnout). The more PPWR you generate, the greater and higher the level at which you ACHV. Things truly don't go better with Coke, they go better with PPWR.

One final word about PPWR. Self-esteem, Self-confidence, Self-worth—whatever nominalization you prefer—is not a function of either AFFL or ACHV. A mature sense of self-reliance comes directly from childhood experience of NO INTERFERENCE WITH PPWR. A youngster will grow able and capable in direct proportion to his/her experience of their own contribution to making a difference in their lives and in the lives of those to whom they are bound. Nice words, compliments and sweet sentiment only exacerbate a weak self-image in any individual who feels less than able and capable. Only marshalling PPWR to meet challenges and SUPPLY something of worth will nurture and mature a weakened condition. So let those people you care for (and Love) contribute to you—especially your children—and let them know by word, thought and deed that you appreciate everything they do. Proudly display even the meagerest of efforts on your behalf and never depreciate anything done for you with "You shouldn't have." If no one offers to contribute, then ask them for something. Start off small (since you've isolated yourself) and gradually work up to where your friends and others know that you are available to receive what they have to give. Turn nothing down because your acceptance supports others' growing sense of power and capability.

This, then, is the other side of love.

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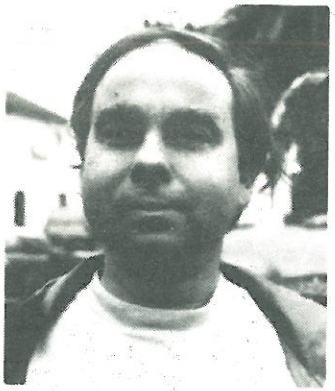
The above is an excerpt from Jim's forthcoming book *The Other Side of Love* due to be released sometime this spring.

* * *

James A. Takacs *founder of Psychonetix, is a leading educator/lecturer/author, and has been an expert in human resource development for over 25 years after overcoming seemingly impossible odds in his personal life. He is a trained linguistic and language specialist with an extensive background in behavioral sciences and self-hypnosis and degrees from Yale University, UCLA, Ohio Christian University and Sophia University in Tokyo, as well as intensive research and study into mind conditioning and counter-brainwashing techniques gained in service with the United States Air Force. You can contact him at P.O. Box 394, Tarzana, CA 91356, 818-881-1450.* ■


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WYATT WOODSMALL

Founder
NATIONAL TRAINING INSTITUTE OF NLP

CLARITY

Let's talk about knowledge and understanding and a thing called clarity. Gurdjieff taught that there are several different types of people based on the development of centers. There are physically centered people who are in touch with their bodies—athletes are an outstanding example of this type. There are people that are emotionally centered who are well in touch with their feelings. There are also intellectually centered people who center in their minds. In our society most people believe that the more developed you can be in one of these centers the better off you are. Gurdjieff argues instead that actually what we need is a balanced development of all three centers. If one center is overdeveloped, it may impede progress on the path of personal growth. Whichever center we develop most is the one we are usually *most* interested in. Gurdjieff says that if you want to advance on the path you have to work on balancing all your centers. This means working on the ones for which you have the *least* interest.

Gurdjieff also talks about understanding. Understanding is a strange thing: it is a product of two other things. It is a product of a thing called "knowing" and of a thing called "being." "Being has to do with the quality of one's experience and the level of one's awareness. There comes a point at which an increase in knowledge does not result in more understanding. If you want to advance further at that point, you have to bring up your level of "being" or your ability to assimilate and use that knowledge—then you can increase your understanding. So knowing more is not going to lead to more understanding if you already have too much "knowing." You have to do other work and develop more "being." You need to start paying attention to the development of "being." Part of the development of "being" involves developing self-awareness.

One of the enemies of understanding is clarity. How many of you realize that clarity is one of the enemies of understanding? Don Juan (that clever brujo, modern-day guru and NLP master par excellance), in one of his conversations with Carlos says, "The warrior knows that in this life he must meet and overcome four enemies. These are fear, power, clarity and old age." Now, we can understand why fear is an enemy, because it makes us freeze. Also, fear is the absence of love. We can understand why power is an enemy, because there is always the temptation to be controlled by it. We are controlled by that which we set out to control. In fact, let us all be like simple Hobbits when we put on our Rings of Power and learn, like them, that the real task is to take them off. We can understand how old age can rob the warrior of his energy. It can bring on senility and illness of the body and misfortunes of the flesh which make it difficult for us to function. But why is clarity an enemy? The reason clarity is an enemy is because clarity is something we never have. All important decisions are made on the basis of insufficient information. We can never know all there is to know. We can never know enough. There is always more that we can know. We can spend our lives chasing knowledge and in the process learn very little. The warrior knows that he has to act. He has to find and follow the path that has heart. In order to do that, he has to forsake clarity. He has to realize clarity is something that never comes and that it is also unnecessary. We want as much clarity as we can get and the secret is to know that we have as much as we need. When we have as much as we need then we need to move to action. Acting allows us to develop "being," whereas the continued search for clarity and the frantic drive for more knowledge can only lead us away from true understanding.

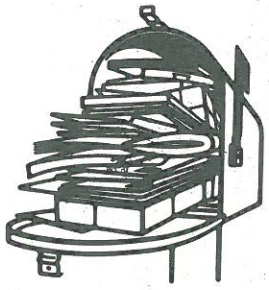
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Wyatt Woodsmall, Ph.D. *is an NLP Master Trainer and Master Modeler. He has pioneered in applications of modeling in government, business, industry and spirituality. He will be conducting the Third Annual Trainers Training in Los Angeles in June. In addition, he will be teaching the special two-weekend workshop, Beyond Self Awareness, throughout the country. Wyatt is currently working on two books,* The Science of Advanced Behavioral Modeling *and* Beyond Self Awareness. *He can be reached in care of The National Training Institute for NLP, 801 S. 20th Street, Arlington, Virginia 22202 or at 703-979-3835.* ■

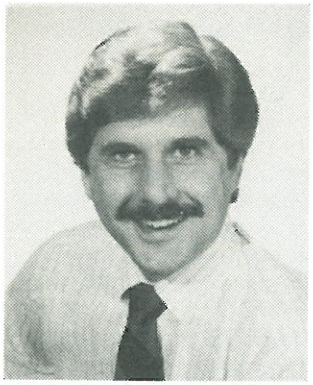
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ALOHA



TAD JAMES

Founder and Chairman of PROFITABILITY CONSULTING

THE GENIUS OF NIKOLA TESLA

In beginning this article, I am reminded of an old (I'm showing my age here) television advertisement for Raleigh cigarettes. The ad went something like this: "Look around this room" (and the television camera would pan around the room), "What wouldn't be here if we didn't have Raleigh coupons?" And one by one various articles of furniture, and other things would disappear from view. The ad always impressed me, and as I grew up, I wondered what would happen if various things weren't present in my life.

The question of what we wouldn't have is really apropos when we consider Nikola Tesla. There are a number of inventions that we might not have if Nikola Tesla had not invented them. Modern science has accorded Nikola Tesla over 75 scientific discoveries, not just inventions. Tesla is recognized to have conceived of the possibility of alternating current (which is the standard for electric current in most of the world, and which makes long distance transmission of any kind of electricity possible). Tesla also invented the induction motor and the power generation system that was installed at Niagara Falls to generate electricity, and which produces much of the electricity consumed in the United States today.

Before we had alternating current (AC), electricity was essentially direct current (DC) in the United States, which was promoted by Thomas Edison. Edison was the major proponent of DC, and had he prevailed, it is quite possible that electricity would cost twice as much as it does now. Tesla also conceived of and invented the transmisssion of radio waves which directly make possible radio, television, and microwaves. Indirectly that means that Tesla is also responsible for radar, and our entire air transportation system in the world today.

"Of what interest is Nikola Tesla to me," you might say. "Of course he invented all that stuff which I now take for granted, but what can I learn from him?" Would discovering his strategy for creation be of interest to you? I thought so.

To say that this incredible man was a genius is an understatement! He affected the world in a way that brought us into the modern electrical age of computers and instantaneous communication. More importantly, I believe that Tesla's genius was a direct result of the internal strategy that he used in the process of creation, in the process of inventing. I was amazed recently to read what I believe to be his strategy for the process of inventing in a 1919 publication of the *Electrical Experimenter*, a copy of which was given to me by my friend Paul Yurt while I was teaching a Master Practitioner session in New York City. Paul is quite a fan of Tesla and during one very long evening over a few drinks (quite a few) he succeeded in cultivating my enthusiasm for Tesla.

STRATEGY FOR CREATION

To introduce their series of articles on Tesla, the *Electrical Experimenter* wrote, "Nikola Tesla, in the opinion of authorities, today is considered to be the greatest inventor of all times. Tesla has more original inventions to his credit than any other man in history. He is considered greater than Archimedes, Faraday, or Edison. His basic, as well as revolutionary, discoveries for sheer audacity have no equal in the annals of the world. His master mind is easily one of the seven wonders of the intellectual world.

"Some of Tesla's inventions have been of far-reaching importance in the War (WWI). The resources and productive powers of the country have been greatly increased through extended use of his system of alternating current transmission and transformation of energy. Nearly ten million horsepower of water falls [sic] have been harnest [sic] by this means, thus saving forty percent of the entire coal output of the United States. The railroads have been electrified and his induction motor has revolutionized the steel industry and the operation of factories. His electric drive has been adopted on one of the largest cruisers and battleships as the most perfect means of propulsion. His wireless inventions have proved indispensable and his oscillatory apparatus has been of inestimable service in cirgucal [sic] and therapeutic treatment in the field."

Amazingly, Tesla *was* honored in his own time—most great geniuses aren't. Perhaps even more amazingly, Nikola Tesla has been all but forgotten today. Why? Perhaps Tesla wanted to see his great conceptions built rather than have the fame or fortune that came from inventing them. The fact is that Tesla had a patent on the technology that created the huge power generating plant at Niagra Falls, and was supposed to receive one dollar per kilowatt generated, but he was convinced by George Westinghouse (the founder of Westinghouse) that the Westinghouse (the purchaser of Tesla's patents) could not survive if they had to pay this money to Tesla. His desire to build his inventions was greater than his need for fame or money, and so he gave up his right to a fee for the power generated by his inventions.

The introduction continues, "Tesla is a man of extraordinary knowledge. He is remarkably well read, and has a photographic memory whereby it is possible for him to recite page after page of nearly all classical works, be it Goethe, Voltaire, or Shakespeare. He speaks and writes twelve languages. He is an accomplished calculator who has little use for tables and textbooks and holds the sliding rule in contempt."

It is obvious that Tesla had incredible powers of computation and visualization. How did he get it? His parents may have played a great part in the creation of his abilities and his interests. His father "had the odd habit of talking to himself and would often carry out an animated conversation and indulge in a heated argument, changing the tone of voice. A casual listener might have sworn that several people were in the room." I wonder, was he channeling? Tesla continues, "Altho [sic] I must trace to my mother's influence whatever inventiveness I possess, the training he gave me must have been helpful. It comprised all sorts of exercises—as, guessing one another's thoughts, discovering the defects of some form or expression, repeating long sentences or performing mental calculations. These daily lessons were intended to strengthen memory and reason and especially to develop the critical sense, and were undoubtedly very beneficial." And his mother? She "was descended from one of the oldest families in the country and a line of inventors. My mother was an inventor of the first order and would, I believe, have achieved great things had she not

VISUALIZATION MANIFESTED

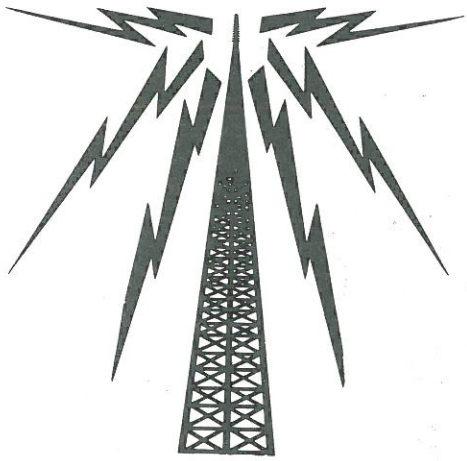
been so remote from the modern life and its multifold opportunities. She invented and constructed all kinds of tools and devices and wove the finest designs from thread which was spun by her."

Tesla's power of visualization manifested early in life. "In my boyhood, I suffered from a peculiar affliction due to the appearance of images, often accompanied by strong flashes the light which marred the sight of real objects and interfered with my thought and action. They were pictures of things and scenes which I had really seen, never of those I had imagined. When a word was spoken to me, the image of the object is designated would present itself vividly to my vision and sometimes I was quite unable to distinguish whether what I saw was tangible or not. This caused me great discomfort and anxiety. None of the students of psychology or physiology whom I have consulted could ever explain satisfactorily these phenomena. . . . They were certainly not hallucinations such as are produced in diseased and anguished minds, for in other respects I was normal and composed. To give an idea of my distress, suppose I had witnest [sic] a funeral or some such nerve-racking spectacle. Then inevitably in the stillness of the night, a vivid scene would thrust itself *before* my eyes and persist despite all my efforts to banish it. Sometimes it would even remain fixt [sic] in space tho I pushed my hand thru it. If my explanation is correct, it should be possible to project on a screen any object one conceives and make it visible. Such an advance would revolutionize human relations." Is he describing movies, television or even more interesting, a way of projecting thought patterns?

"To free myself of these tormenting appearances, I tried to concentrate my mind on something else I had seen, and in this way I would often obtain temporary relief; but in order to get it I had to conjure continuously new images. It was not long before I found that I had exhausted all of those at my command; my 'reel' had run out, as it were, because I had seen little of the world—only objects in my home and the immediate surroundings. As I performed these mental operations for the second or third time, in order to chase the appearances from my vision, the remedy gradually lost all its force. Then I instinctively commenced to make excursions beyond the limits of the small world of which I had knowledge, and I saw new scenes."

Up to here, as you can see, Tesla had mainly used Visual Remembered images in his thought processes. But at this point, Tesla began to venture into a new world, that of Visual Constructed images, and here he began the process that would lead to creation. "These were at first very blurred and indistinct, and would flit away when I tried to concentrate my attention upon them, but by and by I succeeded in fixing them; they gained in strength and distinctness and finally assumed the concreteness of real things. I soon discovered that my best comfort was attained if I simply went on in my vision farther and farther, getting new impressions all the time, and so I began to travel—of course in my mind. Every night (and sometimes during the day), when alone, I would start on my journeys—see new places, cities and countries—live there, meet people and make friendships and acquaintances and, however unbelievable, it is a fact that they were just as dear to me as those in actual life and not a bit less intense in their manifestations. This I did constantly until I was about seventeen when I turned seriously to invention."

What a wonderful way to invent things! By now his ability to do Visual Remembered and Visual Construction was fully developed. He was able to not only construct and visualize, but also to begin a process (such as an interpersonal relationship), leave it, and come back to it at a later date and continue the process. At this point he "observed to my delight that I could



visualize with the greatest facility. . . . I needed no models, drawings of experiments. I could picture them as real in my mind."

And what was the process? "I do not rush into actual work. When I get an idea I start at once building it up in my imagination. I change the construction, make improvements and operate the device in my mind. It is absolutely immaterial to me whether I run my turbine in thought or test it in my shop. *I even note if it is out of balance.* [Italics his.] There is no difference whatever, the results are the same." In other articles, Tesla states that he even lets the machine run for a substantial period of time, even a month. "In this way I am able to rapidly develop and perfect a conception without touching anything. When I have gone so far as to embody in the invention every possible improvement I can think of and see no fault anywhere, I put into concrete form this final product of my brain. Invariably my device works as I have conceived that it should, and the experiment comes out exactly as I planned it. In twenty-three years there has not been a single exception. Why should it be otherwise?"

Now, that's an interesting strategy. I'll let *you* do the elicitation of the actual strategy above. Notice the syntax of the representational systems, and the Meta Programs that are inherent in this description. There are several Meta Programs and one or two strategies described above.

Finally one more tidbit. "The incessant mental exertion developed my powers of observation and enabled me to discover a truth of great importance. I noted that the appearance of images was always preceded by actual vision of scenes under peculiar and generally very exceptional conditions and I was impelled on each occasion to locate the original impulse. After a while this effort grew to be almost automatic and I gained great facility in connecting cause and effect. Soon I became aware, to my surprise, that every thought I conceived was suggested by an external impression."

How fascinating! Nikola Tesla seems to have been a man totally out of place in his time. His inventions were so far ahead of his time that many of the things which he conceived were not (and even today are not) fully understood. If you want to read more about Tesla, I might suggest *Tesla, Man Out of Time*, Margaret Cheeney.

* * *

Tad James, M.S., Ph.D., *is a certified Master Trainer of NLP by the Society of NLP. He has a Master's Degree in Communication, and Ph.D. in Ericksonian Hypnosis. Tad is currently teaching Master Practitioner trainings in California and New York, and Practitioner level trainings in England and Canada. He also conducts regular small-group individual-attention Practitioner Trainings in Honolulu. Tad is an author of* Time Line Therapy, and The Basis of Personality *which is in the process of being published by Meta Publications; a pre-publication manuscript is available by calling Profitability Consulting at 808-521-0057.* ■

METAPHOR GALORE

THE SEXUAL FOREST

A Metaphor for Male Sexual Dysfunction

By Alan B. Densky

You like to go out and relax in the forest, and so do I. I enjoy getting back to nature and smelling the pine, hearing the wind in the trees. Can you remember the last time you walked in the woods? I'd like you to see what you saw at that time, from the same point of view when you were there. Hear what you heard, and smell what you smelled. I'm going to say a lot of, **things**, but they won't be about the woods, because that's not what, **you want to hear.**

Now, as I talk, and I can do, **so comfortably,** I wish that, **you will listen to me comfortably**, as I talk about a forest that can **think**. Funny to hear about a forest that can think, **isn't it, Name?** It makes one curious, so you can wonder, just wonder what **you will really learn**.

A forest is **a thing**, which, **stands up,** to all kinds of weather, **automatically Name.** No matter how difficult things get, **it will always endure**. The trees, **Name, get excited easily now.** They can, **feel**, the sun shine, **it's sensuous warmth down upon the up-thrusted trunk**. The tree can, **feel so relaxed and so confident in the knowledge that**, no matter what happens, whether bad weather, drought or any disturbance of any kind, **it will always stand up straight and tall, because it was meant to.**

The tree can, **find beauty in most any of natures creations.** It can, **look at the lowly little bush and find beauty and sensuality,** in its lovely leaves. It can, **get aroused easily by the sight and fragrance of its limbs and parts.**

Trees, **Name, can fantasize, but find excitement in reality because reality is more fun and it's there for the taking.** The plants, **feel so good and relaxed.** They are able to, **feel confidence in mother nature,** who brings the rains that, **bring satisfaction.**

Even during the drought, no matter how long it lasts, the plants, **have confidence that mother nature will see that things are made right.** Finally the rains will, **begin to come.** Just a trickle now and then at first. And the plants', **confidence becomes renewed.** The rains, **increase confidence more and more each day.** With the increased rain and confidence, new plants sprout forth, **and old ones become revived like a young budding plant.**

And once again, **all will stand tall.** It takes no effort, the plants, need not try. The plants and trees and bushes have confidence, and **become more easily excited now.** The rains and warm weather are back and, **that which has long been awaited is now a reality again.** The forest, **feels so good to leave all the problems and worries and troubles behind.** They can, **see a new beginning, a feeling of comfort and security and revived self-confidence which is growing stronger in all directions.**

And there is the summer sunsets, so colorful and beautiful. **So restful.** They make the woods, **feel placid and serene.** As the sky turns pink, amber, orange, gold, yellow, violet. The woods are engulfed in a velvety blue haze. The sky above becomes a brilliant starry night, and, **all works well now.**

* * *

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Alan B. Densky *is the director of The Center for Applied Hypnosis in Fort Myers, Florida, a certified neuro linguistic programmer and the author of many books including* Metaphorically Speaking, *from which this article was excerpted.* ■

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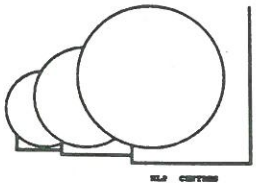
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EVENT CALENDAR

JUNE

Too-late-for-the-deadline Listings
(See Issue "ELEVEN" for complete June listing.)

June (Program Begins), Los Angeles
Business Practitioner Certification, *Rick Cleveland;* contact Cleveland, Carter & Associates, 714-472-3732

June 4 & 5, San Diego
Hypnosis—As an Application of NLP, *Richard Bandler;* contact NLP Products & Promotions, 619-538-6216

June 11-July 8, Grand Lake, Colorado
Summer Residential Practitioner Training; contact NLP Comprehensive, 303-442-1102

June 27-July 19, Ottawa, Ontario, Canada
Intensive Practitioner/Master Practitioner Certification Training, *John Grinder, Janice Gray, Derek Balmer;*contact NLP Centres, 613-232-7782

JULY

July, Raleigh, North Carolina
Persuasion in Business Communication; contact CPD, 800-426-7177 or in NC, 919-834-1771

July 1-24, San Francisco Bay Area
NLP Certification, *Metha Singleton, Leslie Cameron-Bandler, Michael Lebeau and David Gordon;* contact Future Pace, 415-485-1200

July 4-24, Amersfoort, Holland
International IV NLP 21-Day Practitioner, Master Practitioner & Advanced Training & Certification and 10-Day Hypnosis Certification, *Ed and Maryann Reese;* contact Southern Institute of NLP, 813-596-4891

July 8-10, Los Angeles
Advanced Hypnosis & NLP, *John Grinder, Judith Delozier, Philip & Norma Barretta;* contact SCC/NLP, 213-833--4234

July 9-25, Princeton, New Jersey
Practitioner/Master Practitioner Certification, *Joseph Yeager & Linda Sommer;* contact Eastern NLP Institute, 215-860-0911

July 11-15, Cape Cod
Erickson Brief Therapy: Dissolving Problems in Solutions, *Bill O'Hanlon;* contact TLC, 415-330-1144

July 11-August 6, Southern California
Educator's Residential Practitioner Training; contact NLP Comprehensive, 303-442-1102

July 11-August 6, Southern California
Educator's Residential Practitioner Training; contact NLP Comprehensive, 303-442-1102

July 16-17, San Francisco Bay Area
Success in Love, *Leslie Cameron-Bandler;* contact FuturePace, 415-485-1200

July 20-22, Ann Arbor, Michigan
Solution-Oriented Therapy, *Bill O'Hanlon;* contact TLC, 415-330-1144

July 20-24, San Francisco Bay Area
Stories that Change People, *David Gordon;* contact FuturePace, 415-485-1200

July 22-31, Cape Cod
Ericksonian Hypnosis Certification Program, *Paul Carter, Anne Linden & Steven Goldstone;* contact NYTI, 212-473-2852

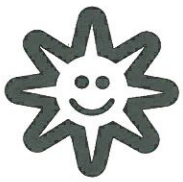
July 25-29, Princeton, New Jersey
Ericksonian Hypnosis & Advanced Submodalities Certification, *Scott Smith & Anthony Scannella;* contact Eastern NLP Institute, 215-860-0911

July 25-August 14, Santa Cruz, California
Tentative Residential NLP Practitioner Training Dates, UCSC; contact GDA 408-475-8540

July 27-31, San Pedro, California
Persuasion Techniques for Business Communication, *Charlotte Bretto;* contact SCC/NLP, 213-833-4234

July 30-31, San Francisco Bay ARea
Write Your Own NLP Book, *Michael Lebeau;* contact Futurepace, 415-485-1200

July 31, Worldwide
World Healing Meditation



ONGOING EVENTS

Second Sunday of the Month, San Diego
NLP Network of San Diego, 6-9 p.m.; contact Andy Hangarter, 619-560-1610

Every Monday, Hermosa Beach/South Bay, California
NLP Study Group, 7:30 p.m.; contact Dan Schaefer, 213-376-0073

Monday nights, Soho, New York
Men's Group, 7:30-9:30 pm, *Perla Knie;* contact NYTI, 212-473-2852

Alternate Tuesdays, Soho, New York
Personal Change Group, 10 am-1 pm, *Anne Linden;* contact NYTI, 212-473-2852

Every Wednesday, San Pedro, California
Wednesday Night Study Group; contact Southern California Center for NLP, 213-833-4234

Every Wednesday, Soho, New York
Personal Change Group, 7:30-9:30 pm, *Karen V. Bading;* contact NYTI, 212-473-2852

Every Other Wednesday, San Pedro, California
Afternoon University Classes; contact Southern California Center for NLP, 213-883-4234

Every Thursday, New York City
NLP Training and Career Counseling, *Barbara Johnson or Roye Fraser;* contact N.L.P. America, 212-772-3188

Two Weekends a Month, Dallas
NLP Certification Program, *Barbara Johnson and Roye Fraser;* contact N.L.P. America, 212-772-3188

Two Weekends a Month, New York City
NLP Certification Program, *Barbara Johnson and Roye Fraser;* contact N.L.P. America, 212-772-3188

Ongoing Dates, San Francisco Bay Area
Imperative Self Day, *Leslie Cameron-Bandler;* contact FuturePace, 415-485-1200

SUMMER FUN

MENTAL HOLIDAYS

WORLD HEALING MEDITATION

In the beginning
In the beginning *God*.
In the beginning God created the heaven and the earth.
And God said Let there be light: and there was light.

Now is the time of the *new* beginning.
I am a co-creator with God, and it is a new Heaven
that comes,
as the Good Will of God is expressed on Earth through me.
It is the Kingdom of Light, Love, Peace and Understanding.
And I am doing my part to reveal its Reality.

I begin with me.
I am a living Soul and the Spirit of God dwells in me, as me.
I and the Father are one, and all that the Father has is mine.
In Truth, I am the Christ of God.

What is true of me is true of everyone,
for God is all and all is God.
I see only the Spirit of God in every Soul.
And to every man, woman and child on Earth I say:
I love you, for you are me. You are my Holy Self.

I now open my heart,
and let the pure essence of Unconditional Love pour out.
I see it as a Golden Light radiating from the center of
my being,
and I feel its Divine Vibration in and through me, above
and below me.

I am one with the Light.
I am filled with the Light.
I am illumined by the Light.
I am the Light of the world.

With purpose of mind, I send forth the Light.
I let the radiance go before me to join the other Lights.
I know this is happening all over the world at this moment.
I see the merging Lights.
There is now one Light. We are the Light of the world.

The one Light of Love, Peace and Understanding is moving.
It flows across the face of the Earth,
touching and illuminating every soul in the shadow of
the illusion.
And where there was darkness, there is now the Light
of Reality.

And the Radiance grows, permeating, saturating every
form of life.
There is only the vibration of one Perfect Life now.
All the kingdoms of the Earth respond,
and the Planet is alive with Light and Love.

There is total Oneness,
and in this Oneness we speak the Word.
Let the sense of separation be dissolved.
Let mankind be returned to Godkind.

Let peace come forth in every mind.
Let Love flow forth from every heart.
Let forgiveness reign in every soul.
Let understanding be the common bond.

And now from the Light of the world,
the One Presence and Power of the Universe responds.
The Activity of God is healing and harmonizing
Planet Earth.
Omnipotence is made manifest.

I am seeing the salvation of the planet before my very eyes,
as all false beliefs and error patterns are dissolved.
The sense of separation is no more; the healing has
taken place,
and the world is restored to sanity.

This is the beginning of Peace on Earth and Good Will
toward all,
as Love flows forth from every heart,
forgiveness reigns in every soul,
and all hearts and minds are one in perfect understanding.

It is done. And it is so.

The Rapporter wishes to thank the Quartus Foundation for generously providing us with information about The Planetary Commission. For more information and up-dates on the effect of the ongoing World Healing Meditation, contact the Quartus Foundation, P. O. Box 27230, Austin, Texas 78755-1230, (512) 335-8346. Beautiful color 11 x 17 World Healing Meditation posters can be ordered from them at a cost of only four for $1.00.

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