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OUR PURPOSE AND PHILOSOPHY IS:

- *To provide the best and most valuable information available in the sciences of human change to our readers*
  by offering information from various fields of human behavior — including NLP, traditional and Ericksonian hypnosis and healing therapies — in order to provide many different models and strategies for interacting with clients, students, friends and relatives
- *To be instrumental in the reinstitution of personal freedom*
  by offering tools whose use empowers anyone to become a master of their own destiny
- *To stimulate and expand minds*
  by presenting techniques that effect controversy, stretching, change and enlightenment
- *To be a bridge of rapport connecting the many different approaches to the pusuance of success, abundance, peace and joy.*

In our first issue (aptly named ACORN), we stated "We honor and respect that different strokes apply to different folks." This is a cornerstone of our philosophy. We respect different approaches and are excited that there is more than one road to enlightenment. As we continue to investigate other than familiar beliefs and truths in order to increase y/our capability for communication and change, we will look at results ("what works") as our criteria for success.

Perhaps, by moving from judgment of how others choose to express to acceptance of—even delight in!—differences, we can move beyond our present situations, beliefs and concepts to re-establish rapport throughout the planet.

Peace, RAPPORTER

Opinions, comments, letters, drawings and other materials are invited for consideration. Submissions must be signed and names will be withheld upon request. If return of materials or a personal reply is desired, include a self-addressed, stamped envelope.

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BEHAVIORAL MODELING



WYATT WOODSMALL
Chairman
Advanced Behavioral Modeling, Inc.

STRATEGIES
Part IX — Retention Strategies

Retention is the second phase of the memorization and learning process. Once material is registered or encoded it must be transferred from short-term to long-term memory. Unless this occurs, it is immediately forgotten. There are fourteen principles of learning and remembering regarding retention.

1. *Magic Number Seven Plus-or-Minus-Two* — The immediate memory span of an adult is fixed at seven plus-or-minus-two "chunks" of information. This is for a fairly intelligent adult who is rested and in good health. For other people, this can be reduced to one plus-or-minus-two. The first key to retention is chunking. To remember more than five to nine items it is necessary to combine several of the items together into a new chunk. If things are chunked too deep, people will become confused and unable to understand and remember data. If things are chunked too shallow, then people may become bored and restless. It is important to chunk within the span of attention of the learner. If this span is exceeded, it will be necessary to nest or combine chunks.

2. *Primacy and Recency* — Memory research indicates that when people are asked to remember material from a learning session, their memory will be better for the information that they learn first and for the information that they learn last than for that in the middle. Splitting a lesson into many parts with breaks in between will increase the amount of material that is first and last in each session and hence the overall level of retention.

3. *Von Restorff Effect* — People tend to remember material that is different or unique in some way. People particularly remember things that are colorful, bizarre, unusual, funny or vulgar. Overall retention can be enhanced by placing such material in the middle of sessions, since it is most likely to be remembered.

4. *Zeigarnik Effect* — People tend to remember uncompleted tasks better than completed tasks. Hence, interrupting tasks can lead to higher retention.

5. *Specificness* — The easiest words to remember are concrete nouns and adjectives, because they can be visualized. Abstractions are the most difficult words to remember, because they lack concrete representations. Nominalizations are one class of abstractions that are particularly difficult. To increase retention, it is important to make the material as concrete and specific as possible. This will involve translating vague and abstract terms into concrete representations, denominalizing nominalizations and restoring deleted material wherever possible.

6. *Principles* — It is easier to remember a general principle or rule than a list of specific examples. Rules and principles do not necessarily need to be made explicit to increase retention. They may be learned implicitly and unconsciously from inference and example.

7. *Learning by Examples* — One learns better by definitions and examples than by definitions alone. Examples help concretize definitions.

8. *Multiple Encodings* — The stronger the encoding is, the more durable the memory will be and the easier it will be to recall. Store the information in as many representational systems as possible. Store it in pictures, words, sounds, sensations, movements and, if possible, smells and tastes.

9. *Context* — People remember things better in context. In memorizing anything, it is vital to get an overview so that the broad principles are understood before one begins. Overviewing and mapping out a subject provide context and meaning and can lead to visualization.

10. *Recitation and Rehearsal* — Recitation and rehearsal with involvement are critical to move material from short-term to long-term memory. In listening to material presented auditorially, one should repeat it back internally in one's own voice immediately behind the speaker. In reading, one should repeat the words internally. In studying, one should periodically stop and say aloud or internally in one's own words the ideas that one wants to remember. When one can say it,

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then one knows it and can remember it. Whether new information is retained or dumped depends entirely on whether it is reinforced by immediately reciting it internally or out loud and on the relevancy of the information to the learner. Repetition and involvement must go hand in hand. Mere repetition without involvement is useless for increasing retention. Also, involvement without repetition and rehearsal is also useless for increasing retention. To retain technical material one should spend up to 80% of one's study time reciting and only 20% reading.

11. *Consolidation* — Information must resonate in the brain for from five seconds to about fifteen minutes to consolidate. When one reads or recites they hold each idea in the mind for the five seconds necessary to consolidate the temporary memory to a permanent one. Reviewing immediately after class or reading further aids the consolidation process.

12. *Sleep* — There is much evidence that REM sleep acts as a period when the brain sorts and files new information and experiences and decides how to adapt it. Depriving people of sleep can have a catastrophic effect on their mental abilities. Sleep learning is unsuccessful because learning is an activity when fresh data is taken in and sleep is a period when old information is reviewed.

13. *Review Schedule* — Information is retained most effectively when it is immediately rehearsed and then reviewed and reinforced on an appropriate schedule. Research indicates that the following review schedule is optimum for a learning period of up to forty-five minutes: Learn the material with immediate rehearsal. Review after ten minutes for five minutes. Review after one day for five minutes. Review after one week for three minutes. Review after one month for three minutes. Review after six months for three minutes. This will give a 400% to 500% boost in retention over no review at all.

These are some of the principles governing the retention phase of learning and remembering during which data is moved from short-term to long-term memory.

❐

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Continues in our next issue with "Recognition and Recollection Strategies."

Wyatt Woodsmall, PhD, *Certified NLP Master Trainer and Master Modeler and Founder and Chairman of Advanced Behavioral Modeling, Inc. and Director of the National Training Institute for NLP, has pioneered in applications of modeling in the governmental and private sectors. Richard Bandler, co-creator of NLP, has described him as "a walking encyclopedia of NLP," and as "one of the few people in NLP today who are actually doing modeling and extending the limits of its application." Doctor Woodsmall is co-author of* Time Line Therapy and The Basis of Personality *and is currently working on books on human typological analysis, advanced behavioral modeling, negotiations, training, and NLP and personal growth. He will be conducting a residential Modeling/Master Practitoner Certification program in February and July 1990. He can be reached at Advanced Behavioral Modeling, Inc., at 801 South 20th Street, Arlington, VA 22202, 703-979-3835.*

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SPECIAL FEATURE



RENE PFALZGRAF
Founder
NLP Arizona, Ltd.

Lifeline Therapy™
Generating Generative Change
THE ULTIMATE SWISH™

In my article in the previous issue of the RAPPORTER, I began to incorporate the use of submodality techniques along the time line in order to generate more generative change. In this article, I will first cover some additional basic submodality techniques and then I will demonstrate how to use these in more generative ways by making adjustments to the procedure. The procedures to be covered in this article will be those utilizing driver submodalities.

Before covering the Ultimate Swish™, it would be useful to review driver submodalities and the structure of basic swishes and how they work so that you will appreciate more and be better able to utilize the Ultimate Swish™ in all contexts.

Driver Submodalities

Driver submodalities are those submodalities which, when adjusted or changed, tend to cause other or all other submodalities to change at the same time. The use of one or two driver submodalities can cause all other submodalities to map at the same time. (For information on how to map submodalities see Issue #26 of the RAPPORTER.)

The most commonly used driver submodality intervention is the Swish. In the standard swish, two submodalities, Size and Brightness, are used to change all of the other submodalities at the same time. The first part of the swish is to establish both the problem-state's and desired-state's submodalities.

The problem state is a still picture, fully associated at a point just before the problem behavior is about to start, at a point where the client knows that they have to do the behavior and is about to engage in the behavior.

The desired-state image is also a still which is dissociated. This should be an image of the client having all of the resources they need to successfully take care of the problem state or an image of the behavior that the client would like to do instead of the problem behavior. This can be an activity which is unrelated to the original behavior, but one in which the client would like to direct the energy of the original behavior.

Once these two states have been established, the client can select one of the corners of the problem-state image in which to place a small dark square. In this dark square they will place the desired-state image.

The client is then directed to make the problem-state image smaller and darker until it shrinks into the small square where the desired state presently resides, while at the same time making the desired-state image bigger and brighter until it occupies the space where the problem state had originally been. Thus, in essence, the two images switch places simultaneously.

Once this has been done, the client clears their mind and repeats the process, faster and faster. Each time the client does the process, the speed of the process should be increased. This can be facilitated by telling the client that when they have any of the problem-state image, whether it is clear or not, they should then proceed with the process.

Normally, it is possible to have the client do the process in less than half-a-second. Once the client has successfully done the process in less than half-a-second, it is time to test and see if the process is working. To do this, have the client try to re-access the problem-state image. If the image is blurred or nothing is there or the image automatically switches to the desired state image, the process is working.

It is possible to use other submodalities as drivers in a swish. An alternative is to use Distance instead of Size. In this swish, the same procedure is followed for eliciting problem state and creating desired state, then the desired image is placed on the horizon, while the problem-state image is large, bright and close.

Once this is set up, the problem-state image is made darker and further away, while the desired state is brought in closer and made brighter. Again, after the client has completed this, clear their mind and then do the procedure again faster, continuing to do so until the procedure can be done in half-a-second or less.

It is important to have the client clear their mind after each time; if they don't, they can create a circle where their mind loops from one state to the other without stopping. Since the object of the procedure is to have the client use the cues that had triggered the problem state to now trigger the desired state, it is desirable and necessary to have the client clear their mind when they arrive at the desired state so that their mind knows that it has arrived at the desired destination.

As can be seen from these two variations of the visual swish, the submodalities that are most likely to be drivers in the visual mode are Size, Brightness and Distance. One of the first things to do when you intend to use a swish for the client is to check these three submodalities to see which ones are the ones with the greatest impact on the client's states. This can be done by varying each of these submodalities one at a time and then returning them to their original position after you have gotten feedback from the client as to whether the variation made the state weaker/stronger or had no effect. Then choose the swish that has the most effect.

The swish gains its power from several aspects. The first is that it makes a sudden internal shift from an associated to a dissociated state. This tends to interrupt the original state substantially and re-orient the client by removing the client from the emotional response of the moment.

The second is that it rapidly shifts the client from a position of compulsion/resourcelessness to one of detached resourcefulness.

The third is that it creates a new desire or compulsion because the desired-state image is dissociated and, therefore, not directly experienced.

The Ultimate Swish™

Since a swish serves as a very effective pattern interrupt and anchor chain, how can it be utilized to be more generative? In fact, how would it be possible to make it as generative as is possible? The answer is the Ultimate Swish™.

The First Step of the Ultimate Swish™ is to establish the trigger image.

The Second Step is to establish the perfect and ideal "future you" resource state. To do this, you will have the client make a picture of themself, dissociated, against a neutral background, with all the resources that they would need to be completely and totally perfect.

This is done by having the client access resources one at a time and adding them into the "future you." (It should be noted that a number of clients have some reluctance to being completely and totally resourceful and perfect. Many prefer to have states that are "better" or are "OK." This may be acceptable for other techniques, but for the Ultimate Swish™ nothing short of total satisfaction and perfection will do.)

In the Third Step, you will have the client associate into the "perfect future you." Then have the client dissociate and ask, "How was that?" Any answer less than "Perfect, Totally Satisfactory, etc." requires you to ask them, "What would it take to make that 'You' totally perfect?" At this point, you cycle back to Step Two until the client has added in all of the resources necessary for them to experience the "future you" as totally perfect. (This may require leveraging the client utilizing their metaprogram profile or criteria.)

Step Four is to utilize the slide projector swish technique for switching images. This is done by having the cues image removed in the same way that a slide projector clicks out a slide and clicks in the desired "ideal future you." You will have the client follow this procedure until they can do the procedure in less than half-a-second.

It is at this point that the Ultimate Swish™ differs from other swishes. Since the future image of the Ultimate Swish™ has every resource that the client would need for every situation, it is possible to swish any problem state into this ultimate desired resource state.

Step Five is taking the client to a number of unrelated problem states and swishing them into the "ideal future you." After doing this, you can then have the client go to the very beginning of his or her life (or the beginning of all of their lives if they believe in reincarnation) and give the ability to do this process to the "younger you" and have the "younger you" then move along the time line, transforming each and every resourceless state in the past, present and future, now.

In addition to changing everything, this technique can also prove useful when you have inadvertently tricked yourself into becoming resourceless. In those moments, you simply take a snapshot of what is going on, close your eyes, go inside and do the swish. The result is an instantaneous pattern interrupt and access of an ultimate resource state.

This completes the information for this article and I encourage you to look forward to my future articles on LifeLine Therapy™ which will be coming in future issues of the RAPPORTER. In those future articles, I will cover how to adjust beliefs and values in order to optimize a person's potential, as well as how the use of LifeLine Therapy™ can enhance the modeling process.

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Rene Pfalzgraf *is the Founder of NLP Arizona, Ltd. and has been certified as a Trainer by the Society of NLP. He has a bachelors degree in Psychology, a masters degree in Business and is presently working on a doctorate. He has been providing NLP trainings in Arizona for the past three years, including introductory seminars, practitioner trainings, master practitioner trainings and business training. He also has been involved with developing many new personal-change techniques and is presently working on several books relating NLP to business and to personal change. He may be contacted by writing NLP Arizona, Ltd., P.O. Box 39539, Phoenix, AZ 85069 or by calling 602-433-2280.*

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PHASE 3: MASTER SECRETS TO TELL HOW ANOTHER IS THINKING (Continued)

PHYSICAL CLUES TO AUDITORY PROCESSING

When auditory processing is taking place, the person's eyes will move toward their ear, right or left. It is almost as if the brain is listening for the data. As in the visual processing, the two types of questions will give us much information.

Auditory Recall

When asking a specific question requiring an auditory-recall answer, you will observe the eyes of the person asked move toward their ear to your right.

Example: "What does a police car siren sound like?"

Auditory Construct

When you ask a question requiring an auditory-construct answer, you will observe the eyes of the person asked move toward their ear to your left.

Example: "What does the sound of a flute turning into a baby crying sound like?"

The internal world of sound is one of the strongest data fields, although it is the least dominant to be accessed. You will later learn how to use your auditory construct and recall.

PHYSICAL CLUES TO KINESTHETIC PROCESSING

Kinesthetic Clues Are Different

It appears that the kinesthetic processing is a totally different ball game — possibly because kinesthetic deals with feelings, both physical and emotional. Physical or body sensations are accessed in one mode and emotional feelings are accessed in another. Also, both construct and recall are in the same eye position. They will create and check with the same eye placement.

Special Data for Kinesthetic Processing

Our model for kinesthetic processing is slightly different from the standard NLP data. Neurolinguistic programming's research has shown that when a person's eyes are down and to your right, they are accessing internal dialogue or "self-talk."

Although we are fully aware that NLP may be totally accurate, our limited research suggests a slightly different model. For the purposes of this article, let's assume that when the person's eyes are down and toward your right, the individual is processing emotional feelings or kinesthetic emotion.

Physical Clues to Kinesthetic — Emotional Data

When a specific question is asked requiring an emotional answer, you will observe the eyes of the person you are observing move down and to your right.

Example:"What does it feel like to really be in love?"

Physical Clues to Kinesthetic — Physical Data

When a specific question is asked requiring a body or physical sensation answer, you will see the eyes of the person asked move down and to your left.

Example: "What does it feel like when you are very tired?"

You will notice that there are NO construct and recall modes. The accessing for both construct and recall are in the same position. That is, emotional construct and recall are observed down and to your right; physical construct and recall are observed down and to your left.

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Ways to improve your communication skills using these processing clues are almost unlimited. We conduct special classes for supervisors, security personnel and members of the law enforcement agencies. The techniques for extracting accurate information, and how to interrogate and conduct interviews, can be invaluable to those in these lines of work.

Liars Are Left

Many people in the law enforcement and investigation areas go on the assumption that "liars are left." When talking to a witness or suspect, they watch their eyes. For example: When the suspect's eyes go to the right, it's a clue that the information the suspect is giving may be true. If their eyes go to the left, during specific questioning, there is a good chance that the suspect is making up the information. This hypothesis is used after several test questions — determining the individual's mode of processing. Of course, the eyes going to the left does not necessarily mean that the person is lying. Sometimes we can't recall the entire event so we will "fill in details" — little bits of fabricated information are added to make the story or statement flow smoother. So, eyes to the left could mean "almost the truth." Remember, nothing is absolute; these are only clues to improve communication skills.



CLUES TO IDENTIFY THE PRIMARY MODE

Many people believe that you can spot the primary mode of an individual by watching the first position that their eyes move to when they are asked a neutral question.

Teachers can determine how a student processes a math problem by watching the first movements of their eyes when asked a math question. With this information, the teacher can help the student toward a better understanding of math. For additional teaching information, we recommend the book *Mega Teaching* (available from Metamorphous Press, Inc. —*Ed.*).

PRACTICE, DRILL, REHEARSE

P D R — P D R — P D R — P D R — P D R — P D R — P D R

The only shortcut to success using these techniques is P D R:

P = PRACTICE
D = DRILL
R = REHEARSE

There is no substitute for putting these techniques into action. Apply your "whole brain" thinking to the information in this article. To better internalize this material: next time through the information, use relaxation and visualization techniques — practicing in your mind's eye first — and then put it into practice at the outer level.

IMPROVE RECALL

A way to help you improve the recall of this information would be to: read through the "Summary" then close your eyes and think of the highlights of the information. Your next step will be to recall any details pertaining to the highlights (now, newly recalled data). Examine your day and your tomorrow: who are you meeting or seeing and how can you begin to improve communications? When you have covered as much as you feel like doing, take a deep breath and exhale slowly, then open your eyes and proceed.

SUMMARY: MASTER KEYS TO TELL HOW ANOTHER IS THINKING

By noticing their eye movements, you can receive many valuable clues as to how an individual is thinking.

EYES UP = VISUAL ACCESSING
EYES UP TO LEFT = VISUAL CONSTRUCT
EYES UP TO RIGHT = VISUAL RECALL
EYES TOWARD EAR = AUDITORY ACCESSING
EYES TOWARD EAR ON YOUR LEFT = AUDITORY CONSTRUCT
EYES TOWARD EAR ON YOUR RIGHT = AUDITORY RECALL
EYES DOWN = KINESTHETIC ACCESSING
EYES DOWN TOWARD RIGHT = EMOTIONAL FEELINGS
EYES DOWN TOWARD LEFT = PHYSICAL FEELINGS

The above directions indicate **your** right or left, as you observe the person facing you.

TEST QUESTIONS FOR A "NORMALLY ORGANIZED" RIGHT-HANDED PERSON

Visual-Recall

To check, ask a question about an image that the person has seen before; something that is a known quantity.

Example: "What color is your mother's hair?"
"What does your coat look like?"

Visual-Construct

To check, ask a question about an image the person has never seen before; something that is an unknown quantity.

Example: "What would a yellow kangaroo with black stripes look like?"
"What would you look like if you had green hair?"

Auditory-Recall

Example: What does your car horn sound like?"
"What does your alarm clock sound like?"

Auditory-Construct

Example: "What would the sound of your car horn turning into a girl singing sound like?"
"What would your name sound like pronounced backwards?"

Kinesthetic-Emotion

Example: What does it feel like to be disappointed?"
"What does it feel like to be happy?"

Kinesthetic-Sensation

Example: "What does it feel like to touch the bark of a tree?"
"What does it feel like to run?"

YOU NOW HAVE THE KEYS TO OPEN THE LOCKED DOOR OF COMMUNICATION. USE THE KEYS AND OPEN THAT DOOR FOR A BETTER, HAPPIER, MORE PRODUCTIVE WORLD.

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Dr. Tag Powell and Judith L. Powell *have taught thousands of people The Silva Method during the past 11 years. In addition to their extensive background developing and teaching The Silva Master Mind Seminar, they are both Certified Master Practitioners by the Society for Neuro-Linguistic Programming. Tag is Director of The Silva Method for the Southeastern United States and is currently teaching with Judi in Tampa, Florida. Judi is one of the top Silva Lecturers in the United States and is producer of a line of top-selling audio cassette tapes, which you can find in better bookstores. Dr. Tag and Judith L. Powell are co-authors of the how-to, self-improvement book,* The Silva Method of Mind Mastery.

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NLP IN BUSINESS

LINKING
By Kenrick E. Cleveland

Once you get to the point in sales, business, public speaking or however you use influence techniques, that you have the basic flow of your presentation down, you can keep on increasing the power of your message by mastering the use of suggestion.

For most people who use influence skills (and who doesn't, if you're is honest with yourself), the first order of business is to learn how to get from the start to the finish of what you do and to do it well. After you learn how to do this and get comfortable with the process, you can begin to work on the aspects of your presentation that will really increase the influence aspect of your message.

It's important to remove a few misconceptions regarding influence that may clear up for you certain aspects of what you do. First, I have discovered in the trainings that I do that some people believe that it isn't really necessary to concentrate on making a good presentation if you are really skilled at using suggestion, process instructions and multiple levels of communication effectively. This is basically not true. A good presentation ensures that whatever the prospect needs to understand in terms of their criteria, takes place. It also gives you the opportunity to determine additional strategies of importance, such as their convincer strategy.

Conversely, I have discovered that many people believe that the presentation is the only important aspect of what they do and that the use of suggestion is only minimally important. This also is not true. Here, then, is my opinion of how these two components work together and the comparative strengths of each.

The first thing to pay attention to is your presentation, because with a good one you will make sales and/or influence people. I have been giving the specifics of how to do this in these articles, as well in my course, *Mastering Sales/Influence*. In the overall structure of influence, the presentation is of pivotal importance. Specifically, if you can't do a good presentation, you won't get very far — however, overall, it is much weaker than suggestion, process instructions and multple levels of communication. So, learn how to do a good presentation and then focus all your attention on improving your abilities with suggestion skills. Remember, the skills of suggestion weigh much heavier than a presentation does; however, without a good presentation you are hampering yourself — much like attempting to utilize any of the NLP skills without first establishing rapport.

Let's learn another method of utilizing suggestion that is very powerful. I call this Linking.

In a nutshell, the strategy that linking employs is to suggest that some physical behavior caused or is causing some mental thought, belief or action.

The key here is to creatively determine what belief or attitude you want the person you are talking with to have and suggest that some physical behavior caused it. You do this through the use of cause-and-effect type language (covered in Issue #12 of the RAPPORTER). **Make sure you have strong rapport before you do this.**

Examples (Italicized words are embedded commands.)

1. When you set the appointment to see me as we talked last Thursday and wrote it in your book, you started a process deep within your mind of increasing your desire to figure out how *what I do can help you* accomplish success.

2. Smiling is a nice way to let people know how you feel about them — and by the way, did you realize that your smiling allows you to utilize the suggestions that I am giving you as we talk?

3. You're looking concerned. Is that because you're succeeding at justifying to your conscious mind why you are going along with my suggestions at the deepest levels and it's simply taking longer than you thought it should?

4. Asking the types of questions you have been asking engages the *unconscious mind* to engage its strategy for being able to *become convinced* this is the right thing to do, *NOW* ask me another question along those same lines.

Do you get how this pattern works? This is pretty powerful and effective isn't it? Perhaps you are still determining the ways in which you can *utilize this type of language* in your communication, is that true? Well, rest assured, that very answer stimulates *your unconscious* to generate many ways *you can use this with ease* and confidence.

Have fun with it and consider as you think about the ways to use it how you can help someone have an even happier holiday season than they expected to have (who knows, perhaps even yourself!). I wish you happiness as you review this year, 1989. As you begin the process of looking forward to the next decade (can you believe it, the 1990s — the last decade of this century!) and you decide what aspects of your life you'd like to add to or change, consider committing to yourself to drastically increasing your ability to utilize these processes of influence to assist yourself and others to be all that they can be. Even beginning to make this commitment can cause you to begin to experience the rewards in advance that that you'll be experiencing, now. I offer my personal thanks for your support and for supporting the RAPPORTER magazine and being a loyal follower of this column. Have a great holiday season!

❐

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Kenrick E. Cleveland *is a Certified NLP Trainer through the Society of NLP and founder of Anchoring, a sales training and consulting firm that does performance-based consulting and training. He is the author of* Mastering Sales/Influence, *a home study course. He can be reached by writing Anchoring, 23704-5 El Toro Road, Suite 408, El Toro, CA. 92630 or by phoning 714-472-3732.*

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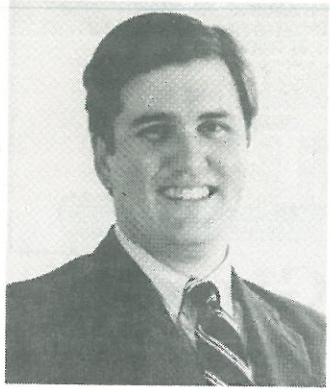
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NLP IN SALES



W. SCOTT PHILLIPS
Partner
The Harbinger Group

AFTER HOURS
A Guide to Effective Networking — Part 2

Salespeople dream of having a "Million Dollar Rolodex" and the ability to generate business contacts and sales at the snap of a finger. Unfortunately, getting there requires work and a concerted effort to cultivate business contacts. But how do you do it? What are the basic steps to effective networking?

The following eleven steps can greatly improve your ability to work a room.

1. *Prepare in Advance* — The key to effective mingling is preparation. Before every meeting or social situation, list what you hope to accomplish. Ask yourself, "Why am I attending this function?"

Are you trying to make sales connections? Are you trying to find another job? Is it mostly social or educational? You need to know in advance exactly why you are attending. The reasons will be varied, but your list should include both personal and professional outcomes. Effective networkers know that you are far more likely to get what you want if you know what to expect going in. Once your goals are identified, write them down. Then review the list before you arrive, so you are focused when you hit the door.

2. *Practice Your Introduction* — The next step is to practice your introduction. It should include the reason or the tie you have to the event. "I'm Scott Phillips, the new salesman," "I'm Scott Phillips, father of the bride" or "I'm Scott Phillips from the Dallas office" are all examples of how you might change your introduction. By giving a tie-in to the event, you immediately invite conversation about the other person's reason for attending.

3. *Carry Business Cards* — As a salesperson, I'm sure you are aware of the importance of carrying business cards. The best rule is "Don't leave home without them." It doesn't matter if you are attending a purely social gathering or a business gathering, you should have your cards with you. You never know when you might meet that person with whom you've been trying to schedule an appointment. If you have a card, you appear professional and people will be much more likely to remember you AFTER the event.

Having business cards is only the first step. The next question is "Who do I give them to?" The best guide is to give your card to anyone who's card you would like to have. Don't pass them out like popcorn. If you have a legitimate business reason for dealing with someone, offer your card as you part company. By offering your card, you will be inviting them to give you theirs.

4. *Plan Conversation Topics* — Most meetings are designed to allow people to mingle freely. They are usually not a forum for solving world affairs. That means you should keep the conversation light. It also means you should prepare several interesting topics in advance. Select topis relevant to the group in general. Accountants might like to discuss a new tax ruling or the location of the upcoming national convention. Avoid politics, religion and sex whenever possible, unless, of course, the group is focused on these topics. In Dallas, the Cowboys football team is a hot topic of conversation in almost every group. In your meetings, look for regional topics that almost everyone can discuss.

5. *Make the Most of Non-Verbal Messages* — We all send off non-verbal messages. Make the most of yours by smiling and maintaining eye contact. If you look away too often the other person may feel you are looking for someone else to talk with. They might be right, but it will hurt your reputation. The best way to make a good impression is to be sincerely interested in the other person. You only spend a few minutes with any one person, so give them your full attention — the payoffs are worth the effort. More than one salesperson has been surprised to find that a person they met at a party was more influential than they thought.

6. *Make a Quick Contact* — When you arrive get "the lay of the land." Look for the placement of food and drinks, then look for someone you know. It is easier to start mingling with an old friend than with a group of strangers. If you look around and don't see a familiar face, look for a host or hostess. These people work as greeters. They will be happy to talk with you and get you started. If there is no sign of help anywhere, then you are on your own. In that case, jump right in. The longer you wait, the harder it will be to get started.

If joining an existing conversation is uncomfortable for you, the best strategy is to look for lost sheep. You know the type: they are standing alone, clinging desperately to their drink and looking around the room. This is a perfect candidate to start the evening and they will be extremely glad you walked up and introduced yourself.

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7. *Open With a Pacing Statement* — An alternative to opening the conversation with an introduction is to use a pacing statement. Make an undeniably true comment about an experience the person is having. For example: "Looks like you found a quiet corner." You haven't asked a question or forced an introduction. Your silence after the statement is an invitation to the other person to respond and they usually will. You will find, after they respond, that the ice is broken and an introduction is much easier.

8. *Don't Overstay Your Welcome* — Like selling, where you risk losing a sale if you talk too much, overstaying your welcome can give you the reputation of being a first-class bore, as can discussing business when the other person is not interested. You are not selling, so the best policy is to talk about your product only when asked and never in depth. If the person is interested, let them know how happy you are about it and make an appointment to see them later. That way you can meet other people and other potential customers.

Once it is time to part, the best way to free yourself from someone is to simply say, "Excuse me." You might preface it with "It's been a pleasure to meet you" or "I think I see someone I need to speak with." Use whatever works for you. "Excuse me" is perfectly appropriate. Remember you are there to mingle, so don't let someone tie you up all evening long. Just excuse yourself and move on.

9. *Mind Your Manners* — Be on your best behavior. Common courtesies and etiquette are only noticed when they are lacking. Don't be remembered for an off-color joke or for sneezing in someone's face. Also, no smoking and only light drinking and eating. Smoking puts many people off so it is not worth the risk of offending someone. Likewise, gluttons and drunks are seldom admired, even at college fraternity parties.

10. *Thank the Host/Hostess* — If you want to be invited back, always thank the person responsible for the gathering. It may be a host/hostess or someone on the program committee. Whoever it is, take time out before you leave to thank them for their efforts. It is surprising how many guests never think to do this.

11. *Follow Up* — From a business standpoint, you must follow up with a letter to the people you met. That way, you will guarantee they will remember you. The letter need not be long and involved, in fact a short, hand-written note is best. Remind them of something the two of you discussed and send any information you promised or found that you think they may like. This step is important even if you arranged to call them directly and set up a sales meeting.

You will improve your skills with practice. That means you should get out and meet people whenever you can. Professional meetings, social clubs, and parties are just the beginning. These same techniques will work for you while shopping or at work. If you work in an office and don't know everyone who works with you, make that your first goal. Meet the people you work with and tie into their network of connections. By following these simple steps, even a beginner can become an effective networker and take the first steps to developing a "Million Dollar Rolodex."

Good Luck and Good Selling!

❐

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W. Scott Phillips *is a partner of The Harbinger Group, a sales training organization. Prior to joining the firm, he worked in the optical scanner industry and was consistently in the top five in a field of over 1200 sales professionals. He is co-author of the new self-study program* Connecting: Sales Rapport Thru NLP *and is co-authoring the upcoming book* Firepower: The Ultimate Arsenal for the Sales Professional. *Contact him at P.O. Box 493, Coppell, TX 75019, 214-506-9682.*

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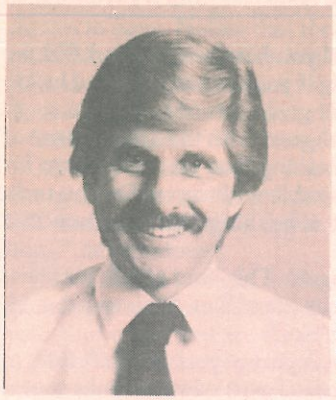
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SPECIAL FEATURE



TAD JAMES
Founder and Chairman
ProfitAbility Group

THE SECRET OF CREATING YOUR FUTURE
Part VII — Cleaning Up the Past

The past can be a milestone or a millstone around your neck, Milon. You can program your future, but if your past is not consistent with the future memories that you have put in your Time Line, then the results will not be as certain. Would you like to know how to clean up your past Milon?"

"Yes," Milon said quietly. He knew that there were events and emotions in his past that were limiting his progress in the present. He had thought of this before, thinking, "If I just were different, then I would be a success."

"That's right," said the Wizard. "Let us look for a moment at your Time Line and see if there is a need to clean up some of the things that happened in the past, somewhere along the way."

"Okay," said Milon.

"What I would like to ask you to do is to, if you would, just sort of stop, relax, take a deep breath, and just sort of rise up, way up above your Time Line, just float way up in the air." Milon nodded. "Look at the Time Line way below you and notice if in the past or in the future there are any dark areas, or missing areas. The optimum is a Time Line which is contiguous. Not that it is the same brightness throughout but that there are no gaps or missing areas in your Time Line. Notice if there are gaps or missing areas." Milon stared down at his Time Line and noticed several areas below him that were different from the surrounding areas.

"Once you have noted the brightness of your Time Line, then come right back into now and organize your Time Line in the way that is most comfortable for you. And open your eyes."

Milon came back into the room and looked at the Wizard. "Did you find that your Time Line was of a relatively smooth coloration throughout?"

"No," said Milon. "Are there dark areas or missing areas," asked the Wizard. "Yes," said Milon worriedly, "is that okay?" "Sure it's okay," reassured the Wizard. It's okay. Some people do have darker areas in their Time Line and some people have Time Lines that are of a relatively smooth coloration throughout. Both are common.

"A dark area in the Time Line is usually indicative of a hurt — some kind of trauma has occurred in the past. If there is a dark area in your Time Line or if there is deep hurt in your past, one of the problems is that the energy that it takes to repress that material will not go toward fully achieving what you want. When you are Programming Your Future you need to see if there are any conflicts with the goals that you have written, and the past. If there is, then you need to clean up those traumatic areas in the past.

"Typically, however, the repression of material in the past will keep a person from experiencing or being all that they can be in the future; so if there is some repressed material back there in the past it takes energy to hold those memories down so that they are not impinging on present time. When there are traumatic events in the past people pop into an emotional overlay. What happens is that the person will not be in present time but will be reacting to those previous memories. So clean up those areas in the past wherever possible.

"Milon, do you have any severe trauma back there?" "No," Milon answered. "Good," said the Wizard because if the trauma is severe, like rape or serious trauma then you shouldn't attempt to do it alone. Since it's not severe, let's proceed to clean it up. Is that all right Milon?"[1] Milon considered what it would be like to be without some of the limiting decisions of his childhood and teen years — like the horrors of his first date, or finding himself so gawky with his big teenage feet. He also remembered some of the events in the past he was guilty about, and his fears. If that was what was preventing him from progressing then it was better to be rid of them! "Yes," he said.

"What I would like to suggest is to let us see if we can actually smooth out and clean up some of your minor rough areas in the past. Now if you have some major traumatic areas in the past, this particular process is not for you to do.

"If you would then, once again, would you please stop and come up above your Time Line. Just rise up above your Time Line and notice once again, how good it feels to be above all that. Enjoy it. This time I'd like to ask you to go back to the beginning of your Time Line. Way back into the past, and staying way up above your Time Line, I would like you to go back to the beginning of your Time Line. And floating up above your Time Line, I would like you to imagine over your head now a source of infinite love and healing and I would like you to imagine that infinite source of love and healing flowing down through the top of your head and out your heart. Allow that energy, remaining infinite, to flow down through the top of your head and out through your heart and allow it to flow into your Time Line healing the you at all the successive points in your Time Line.

"Have it flow into your Time Line and heal any of the minor traumatic events, any of the rough areas in your life, any of the times you felt unloved, or unhealed, or uncomfortable, any of the times you felt not as good as you could. As you allow the energy to flow, you can also heal any past obstacles — just allow that energy to fill them up and heal them, too.

Notice that your Time Line becomes brighter and brighter as you do this. In fact, you may even notice that as you fill up the past, as you heal the past, that the energy can begin to flow out into the future. And if you noticed it, it is okay, just let it do that. Flow all the way out beyond now and all the way into the future, for as far as you can see. Even farther, even farther, even farther than that. Very good.

"When you are done with that, what I would like to ask you to do is to come forward to now, and just glide right down into now and arrange your Time Line in a way that is most comfortable. And when you have done that, go ahead and open your eyes.

Milon opened his eyes, and the room was glowing. He rubbed his eyes, and to his surprise it didn't go away. "The room looks different doesn't it," asked the Wizard. "Yes," Milon replied.

"Good. You are a good student." Milon was surprised. He hadn't expected such a compliment from the Wizard.

"It also may surprise you, how much more energy you have now for the future — to have what you want." The Wizard continued, "Okay, so what have we done? We have been working to clear up any past memories that could create obstacles. The main reason for that, again, is to release the energy that has been used to suppress those past traumas.

"You may have discovered that the coloration of the Time Line, the brightness, the size, whether of not the Time Line is contiguous, will give us a fair amount of information. If the Time Line is not contiguous then you are using energy which could be

you back into the past, and just have your unconscious mind transport you instantly back to that moment."

As Milon listened, he was instantly whisked back to a childhood memory where he had rejected personal power.

"Glide down into your body at the time you made this limiting decision and I would like you to notice what emotions are present at that particular time. Would you name them silently to yourself, notice what negative emotions are there at this time in your body when you made this limiting decision."

Milon felt his body becoming overwhelmed by the negative emotions that he had felt at the time. And he grimaced.

The Wizard continued, "Come up out of that memory, it's okay. I also want you to know that there were certain positive things that you learned from this particular event, and so before we actually delete this limiting decision and the emotions that go with it, I would like to suggest that you preserve all those positive things that you learned from this event in that special place you reserve for all such learnings. And store them in there in a way that they totally support your achievement of this goal or this outcome that you have — so you have learned from this event and you can, indeed, get on with the process of having what it is that you want. Okay?"

Milon nodded, "yes."

"Having done that at the unconscious level, get up above your Time Line again, if you would, and go fifteen minutes before the beginning of the events that led to this particular event.

"Now, there may be a part of you that thinks it is important that you learned something from this event and I agree, it is important that you did learn something from this event. What I would like to suggest is that you store those learnings in that special place you reserve for all such learnings. If that part of you was aware that you had learned something from this event it would be willing to allow you to let go of those emotions, wouldn't it? Yes. So, can you store the learnings sufficiently so that you will be able to let go of those emotions? You can, can you not? And is that part willing to allow you to let go of those emotions now? It is, isn't it?

Milon felt his head nodding.

"Now, go back before any event that led to this particular event, any event, and turn and look toward now. And as you consider those emotions, now where are those emotions?

"Gone," Milon exclaimed.

"Very good. Excellent. So just let go of those emotions. And I would like you to also notice the decision, has the decision disappeared, also? Look and see."

Milon was amazed to feel the emotions lift off and disappear from the memory. The decision disappeared, and he smiled as he noticed the memory seemed to be clean. At least that was how it seemed to him.

"Notice how you smile. Did the emotions disappear?" Milon nodded, "yes." "Very good," said the Wizard. "Because there is one thing about limiting emotions and limiting decisions, they cannot stand the test of time. So when you switch the temporal perspective on them, they disappear. And what I would like to suggest is that you install in place of the decision which has disappeared, along with those emotions that have disappeared, that you install in that location, in the same time, a decision that, 'It is okay for me to have this goal or outcome that I want.' Install a decision that, 'It is okay for me have what it is that I want when I you choose to have it.'

"Would you install it in that particular memory, just imagine your making a decision that it is okay for you to 'be at choice' — to have the choice to have what you want, and install that in the memory." The Wizard waited. "Okay?"

Milon nodded.

"Come forward to now only as quickly as you allow all of the events between then and now to re-evaluate themselves in light of your choices of having whatever it is that you want. So slowly put in the future toward your goals. So by healing any of the past events, that will allow more of the energy to be put toward the future. There are some other past obstacles which I would also like to clear.

"Now, as you consider the goal you have written and that we put in your future, I am wondering if you are truly aligned inside regarding the achievement of this goal. I would like you to go inside and notice if you are truly aligned with the achievement of this goal. That is, is this goal something that you truly want for yourself, and is it congruently desirable within you. Do you truly desire this particular goal? Is it something that one hundred percent of you really wants?

Milon's head was swimming again. This kind of talk was new to him. But suddenly a little voice inside of him, in his mind, said, "No," and Milon shook his head, "no."

The Wizard said, "Now if there is part of you that isn't fully in alignment with this particular goal, if part of you thinks that it isn't okay, that people like us do not get that, or if part of you says that you shouldn't get that, or can have or ought to have, I would like to suggest to that part that were it to consider its highest intention for you, and I do not mean just its own intention, I mean its highest intention for you as a human being. As this part considers its highest intention for you, does it also see that it could, by supporting this goal, achieve its intention far more easily for you? It does, does it not?"

Milon's attention seemed to be wandering, and he shook his head to clear it. The power of the Wizard's words made his attention shift. Again, he wasn't sure what the Wizard had said, but he felt something shifting inside him. It did not make sense, but it did not need to, he felt. Inside, he heard a voice say, "Yes, okay," and he nodded, "yes."

"Very good. Excellent." The Wizard continued, "So as you consider, as the part inside you considers, this particular goal, as you consider this particular goal, do you find that the parts of your unconscious mind inside you are totally aligned and are willing to support it?"

To his surprise, Milon's head began to nod, "yes," and he smiled. That felt good.

Then the Wizard said, "That is the second way to clear up obstacles from the past — to get the alignment of all the parts of your unconscious mind." He waited for Milon to consider that and said, "Can we continue?" Milon smiled, "yes."

"The third thing I would like to suggest is that, as you consider this goal that you want, are there any decisions in your life that you have made in the past that would limit you or keep you from having this particular goal that you want?

Milon considered as the Wizard continued, "If you were to know, if there was a limiting decision, when would it be? Are there any limiting decisions that you made in the past that would keep you from having this particular goal? Go inside right now and see if there are any limiting decisions that would keep you from having this goal. It may be a decision in your past about your ability to have or not to have what you want in your life, decisions about having money or relationships, whatever this goal is about.

"Have you found a limiting decision in your past which might limit you?" "Yes," said Milon, "doesn't everyone have one?" The Wizard replied, "Most people do, but they're not aware of them. The process here is to become aware of them and then disengage the power of that they once had. May we proceed?" Milon nodded, "yes."

"The way I would state it is, if your unconscious knew and if you could trust your unconscious mind, and I know you can, to let you know the exact moment to disconnect, which if disconnected, would allow you to be at choice regarding this particular goal that you want, to be able to choose to have it. If your unconscious mind knew, could it transport you back to the moment when you made this particular limiting decision, could

come forward to now and allow all the events between then and now to re-evaluate themselves in light of your choices, your choice to have this particular event, this outcome that you have chosen to have. Notice that there were times in the past that you could have been at choice, but that because of the decision which you made back then which we have just destroyed, that you had chosen not to, and this time choose to be at choice.

Milon nodded.

Milon felt his entire past changing and rearranging, he thought, "at the speed of light, it seems, or even faster, maybe at 7.57 times the speed of light. ... Wow, where did that one come from," he wondered.

"And when you get to now, come back down into now, organizing your Time Line in the way that is most comfortable for you. And when you are there, open your eyes.

Milon opened his eyes feeling totally rearranged at the unconscious level, and he felt totally in control.

"Let us do one more thing, do you have guilt," the Wizard asked? "Of course," Milon replied, "everyone does. Don't they?"

"Most people do, and it keeps them from having what they want. Some people do not have guilt, and they should be guilty about that. Milon laughed. "Just kidding," said the Wizard. "He's really a good guy when you get to know him," thought Milon.

"Let us look at guilt, because like limiting decisions, guilt can keep us from having those things we want. Guilt is actually a rather simple thing to handle using Time Line. We picked the more complex thing of limiting decisions first, so guilt should be easy.

"Can you think of something in the past about which you felt guilty, which as you remember it now, you can still feel the feelings of guilt?"

Milon nodded, "yes."

"Good. Can we get rid of it?"

Milon nodded.

"What I would like to ask you do is to float up above your Time Line one more time, and go back to fifteen minutes before the beginning of the event about which you felt guilty. I would like to suggest to your unconscious mind that if there is a part of you that thinks that you should have learned something from this event, I agree. You should have learned something from this event. And so what I would like to suggest is that you store those positive learnings you should have learned from this event in that special place you reserve for all such learnings in a way that support you in being able to have what you want in the future and not have to have this again. And if you did that, it would be okay with the part of you that is in charge of these particular learnings. It would, wouldn't it, because it would allow that part to achieve its intentions far more easily."

Milon nodded.

"Very good. Turn and look toward now, I would like you to consider this event about which you were guilty and I would like to ask you a question. Now, where's the guilt?

To Milon's surprise it had disappeared. He told the Wizard it was gone.

"Very good. And you can just let it go. Now, where we know that the guilt has disappeared is that you can go back and re-access the memory and It is what I call emotionally balanced, or "flat". That does not mean that you should enjoy the event, necessarily. It does not mean that you should be happy about the event. But what it does mean is that you should be able to access the event and have it be emotionally balanced, or at least positive. And if you can do that, then you have, indeed, deleted the guilt from that event.

"I have," exclaimed Milon.

"Milon, Guilt is the worst emotion on the planet. It is. I mean what can you do about what you have already done? Yet, we are brought up to be guilty. Now, some guilt is appropriate, and should be there. But most of the guilt that people feel in our land

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is unnecessary. And we go through lifetimes being guilty about events that are all over and done. What can you do about something that is already done? Not much. So the problem with guilt is that it keeps us from being the magnificent human being that I know you are, Milon. So the guilts we carry hold us back from being totally unlimited. They rob energy from the future.

"Do you understand how to do it, Milon." "Can you review it for me again, please so I can write it down, so I can use it in the future," asked Milon.

"The process for destroying any negative emotion including guilt is simple. If this is the past, this is the future, this is now," said the Wizard taking Milon's pencil and writing in his notebook, "and this is the event, the process is very simple. If you just rise up above the Time Line, glide slowly down into the event, notice what emotions are present, turn and look toward now, and remember you are above the Time Line, looking across the top of the Time Line, and you notice that the guilt disappears.

"When working with guilt just go 15 minutes before, which is what we did today. Typically people know enough about their guilt so you do not have to have them go down into the event. They will notice it disappears. And then if you go back and re-access the event, you will notice that the guilt has disappeared. It is emotionally balanced. That is how you handle guilt.

"In the case of limiting decisions," said the Wizard writing again, "here is the future, the past and now. Let us say we have a limiting decision here. In this case the process is essentially the same, only the first step is not optional. So what you do is descend down into the event and notice what emotions are present, step number 1. Step number 2, back out of the event and turn and looking toward now, and you notice that the emotions disappear and that the decision disappears. So that is the process for handling a limiting decision.

Do you understand, Milon," asked the Wizard. "Yes, I do," he replied.

The Wizard continued, "The brain is usually really quick, the mind of the human being is something that is extremely quick. By the way, these techniques are for your own personal use. This is not to be done as a therapeutic process, because there are a number of preconditions that we set up before we go out and destroy guilt for people. However, that having been done, usually the brain will make a generalization rather quickly."[2] "How about anxiety, asked Milon.

"People who are not very good at guilt, by the way, will usually be very good at anxiety. That is what I have found anyway. People that have a lot of guilt are not very anxious, but people with anxiety do not have a lot of guilt.

"Anxiety is a lot like guilt, but in the other direction. Anxiety is an emotion of the future. Let us look at anxiety."

The Wizard took Milon's pen again, "Once again, past, future, now. There may have been anxiety in the past but typically that will not affect someone. What usually affects people is anxiety about something that is going to happen in the future. Once again, the process is the same, only in this case we go forward into the future.

"Can you think of an event about which you are anxious?"

"Of course," Milon nodded.

"Could you please go forward into the future one minute after the successful completion of the event about which you are anxious?"

Milon interrupted the Wizard saying, "In the future this time, the event did not complete itself successfully. I see what I don't want!"

The Wizard said, "Why would you have something in your Time Line that was not the way you wanted it?"

Milon replied, "I do not know. Can I change it?"

"I don't know, can you?

Milon was transported out to the event, "yes, I can."

"Do it," said the Wizard. When Milon was done, he said, "People put stuff out in the future in their Time Line that they do not want. Now that you know the secret of Programming Your Future, you can go out into the future and look at your future Time Line and make sure that everything that is out there is something that you want to have happen to you. Okay? Do you understand, Milon?"

"Yes."

"The process for anxiety, and we are going to do it here in a moment, is to simply go out into the future one minute past the event, and turn around and look toward now, and watch the anxiety just disappear. So, if you have something in the future about which you thought you were anxious, you know what to do.

"Some people like to keep anxiety to keep an edge for themselves. Some people like to use anxiety because that is what motivates them. If that is how you motivate yourself, then it probably isn't appropriate to get rid of all the anxiety that you have. But one thing I would like to suggest is that it is probably a little healthier to motivate yourself in other ways.

"The problem with anxiety as a motivator is that it tends to cause the body to not be as at ease as it could be and so anxiety tends to take it toll physiologically. So if you use anxiety to motivate yourself and were unwilling to let go of all the anxiety, my suggestion to you is that you keep the anxiety as long as it is necessary to motivate yourself until, and only until, you are ready to find other ways to motivate yourself that are more healthy for you. Is that all right, Milon?"

Milon nodded, "I let it go, and I understand."

"Here is another way to deal with anxiety," said the Wizard. Can we play for a moment?" Milon replied, "sure."

"Actually shifting the position of anxiety makes a big difference in it, too. Can you remember another event about which you are anxious in the future?" Milon nodded.

"Get in touch with the physical feeling of the anxiety in your body, and as you do, notice if you can move it up just one inch?" To Milon's surprise it changed.

Milon was trying to name the new feeling as the Wizard said, "Notice how it changes to anticipation. Now move it down an inch and notice that it is not really anxiety. In fact, many events that we thought we were anxious about, we are actually only anticipatory about. And that the location of the feeling, just by moving that slightly, will change the meaning of the event."

"Wow, I can use that," Milon thought.

"Do you understand," the Wizard asked.

"Yes," Milon thought. And with that the Wizard was gone.

Milon continued staring out the window. Contemplating what he had learned.

More next issue. See you then.

[1]If severe trauma exists, this process should be handled by someone trained in Time Line Resolution™. For more information, see *Time Line Therapy™ and the Basis of Personality.*

[2]It is important to note that any use of these techniques should be done by someone trained in Time Line Resolution™. For more information, see *Time Line Therapy™ and the Basis of Personality* by the author.

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Tad James *has a Master's Degree in Communication and a PhD in Ericksonian Hypnosis. He is a Certified NLP Master Trainer by The Society of NLP and a Fellow with the National Association of NLP. Tad is the Founder and Chairman of ProfitAbility Group, Inc., a successful international consulting and training firm. Tad is currently teaching NLP Certification trainings in a number of cities in the U.S., Canada and Europe. He is co-author of the book* Timeline Therapy and The Basis of Personality. *He offers a complete line of self-study programs in NLP in audio and video formats, as well as* Programming Your Future™, *a packaged audio and video tape program for making your future your own. More information is available by calling 808-521-0057.*

REVIEWS



NANCY BEPLAT
Partner
Key Concepts

Natural Self Confidence
by Thomas Condon and Carol Erickson

The Changeworks offers a series of finely designed tapes worthy of your attention. I've chosen two tapes for review, *Natural Self Confidence,* a Multi-Evocation™ tape in 3-D sound and *Your Intuitive Language,* Tape Two from the *Expanded Intuition Training*™ tape series.

Thomas Condon and Carol Erickson of The Changeworks have developed a series of Multi-Evocation™ tapes based on Milton Erickson's models of hypnotic patterns and language usage. These models of choice allow the listener to develop their change patters in ways most useful to them.

The tapes utilize two or more voices with additional special effects, including natural sounds and music. What appeals to me most when I listen to these tapes is the skillful composition and orchestration of the elements of message, metaphor, timing and rhythm of the voices. The use of other sounds fits naturally within this framework. As I listened, I noticed that these additional sounds, just at the edge of my awareness, complemented and enhanced the messages of the voices.

On Side A of the *Natural Self Confidence* tape, Tom and Carol develop contexts for safe use of the tapes. They offer the listener important hypnotic presuppositions. The speakers are respectful of the listener's personal ecology. They propose comfortable means for listening to and using the hypnotic suggestions on Side B.

I can describe Side B best as a beautiful orchestral composition. The voices weave back and forth — sometimes together, sometimes in sequence — with a rhythm that matches metaphorical trees gently swaying in the breezes. There are so many levels of communication that it would take me many listenings to sort through and recognize them on a conscious level.

When a fine musician performs, they can make the most difficult work appear easy to their audience. The artist who creates this sense of ease has spent many hours in preparation, particularly paying attention to the perfection of details and their best fit within the overall form. Each listener may also have the sense that a fine musician is performing especially for him. In this tape, Carol and Tom have attained these same excellent artistic results.

Your Intuitive Language
by Thomas Condon

I chose the tape on intuitive language because I attended Thomas Condon's intriguing seminar on intuition several years ago. I was curious about how he would present similar information as recorded material.

The tape consists of a set of exercises for finding one's personal intuitive language, whether it be particular sounds or words, special visual signals, certain feelings or any combination of these. He does this with respect. He helps the listener to focus their attention on their intuitive self, while allowing any distractions to be noticed and allowed to become as-if they were background traffic noises. There is a pause between each of the exercises so that the participant may turn off the tape recorder and make notes of any information about their intuitive self that they became aware of during the exercise. Although this particular tape is non-3-D, its simple format highlights Tom's careful pacing and his smooth elicitation skills. I think the tape presentation is very successful in leading the listener to an awareness of their intuitive self.

Both tapes are carefully planned. Each small part has one or more specific purposes of its own, as well as the outcome of combining appropriately with other parts. This planning aids the listener in completing their process of change in a meaningful way. I recommend the tapes for anyone who is interested in exploring personal change through the use of hypnotic patterns. These tapes represent some of the finer and more delightful models that I know for building multi-level patterns in an elegant, ecological manner.

❐

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NLP IN EDUCATION

TIMES TABLES IN 8 X 4 MINUTES OR LESS
By Larry Gilbert

We've found something that many students can't do. Guess what it is? Give up? So did they.

The infamous **multiplication tables** have stumped many. You'd think that after mastering the "Alphabet Song" they'd be able to get one more rote drill down. For various reasons many can't.

Using good NLP visual skills they can be taught to *see the table* but access seems limited. After all, the retrieval question usually is, "8x4 is ?" Interesting challenge to browse through the *visual and mental* chart of 144 numbers to find a specific number between two points.

Using a composite strategy, multiplication tables can easily be learned. The longest time it's taken to teach a student is 31 minutes and the shortest time is 9 minutes. Average time runs 15-20 minutes.

We've developed a program that has worked 100% for each client taught! Let's review some concepts and applications.

Historical Perspective

Somewhere in the 14th or 15th century some unknown scholar created the multiplication tables. The Leipzig 1489 publication of *Widman's Arithmetic* contained the tables.

Fun With Mathematics (contradictory terms for many), published in MCMLII (that's how the title page shows it) makes the following comment, "... every elementary school child ... knows the multiplication tables as well as he knows the alphabet and will never forget them... Everyone, unless he is illiterate, knows his multiplication tables. They are just as important as reading and writing. It is difficult to imagine anyone who can read and write his own name not knowing how much 4x3 or 6x7 is." Have things ever changed in XXXVII years!

Defining Terms

Concepts of **time, sequence, order, quantity, number** and **numeral** must be mastered prior to beginning any instruction.

Please, remember that multiplying is not adding fast! Nor is dividing subtracting fast! Proof of that fallacy is: if you are adding, then 6x0 (6+0) has to be 6 and not 0! Let us agree that *multiplying*, for our purposes, is *counting forward in groups.*

Steps for Learning the Times Table

1. Confirm that the above concepts are **concretely understood.**

2. Select the table to be learned; twos, sixes, etc. Ask the student to classify the times tables as far as "pretty sure," "kind of hard," and "doesn't have a clue, **yet.**" Then start with the easiest — not only to calibrate judgment, but also to anchor in success.

3. Have student count forward by the number chosen (Step 2) all the way to 100. We use a number table from 0 to 99.

4. Have student use **visual memory** and put the number sequence in the visual memory. Student will be able to go forward or backward in sequence.

5. Now have student count *out loud* by the number, seeing it as he counts. (What we're after is a synesthesia, usually in the internal dialogue area.)

6. Student now writes the numbers in 3 columns of 4 (12) and then commits that to visual memory.

7. Now a transition is made from counting by that number to "seeing and understanding" that multiplying is counting forward by that same number. 2+2=4, 2+2+2=6, and so forth from 0 to 12. That's a little tedious, but reinforces the concept of counting forward and the answers associated to it.

8. The student is now ready for a short cut: instead of 2+2+2+2=8, it is 2x4 (groups of 2)=8. The student "sees," says and writes 2x0=0 and goes all the way up to 2x12=24. The student is able to see, say, remember and understand it!

9. Now give the student a short test with the numbers in random sequence as an evidence and/or convincer strategy for the student. At all times the student should be able to refer back to any of the steps, therefore, make sure they are all contained on the same sheet.

10. Following a break, give the student a test to confirm the learning.

11. Then have the student enter that number series in a blank multiplication table and repeat the process until the entire times table is mastered. (We will normally not do more than two number series per session.)

12. Upon completion of the table, give the student a certificate. (Ours bears a facsimilie of the 1468 Leipzig times table.)

And remember — mastery of mathematical language will also aid the student in learning the more complex patterns and sequences of English.

(This complete package, including audio tape, instruction booklet and sample forms is availble from Nevada Learning Programs for $15.15.)

❐

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Larry Gilbert *is a Certified NLP Practitioner in Education and is active in adult literacy, literacy in the workplace and prison literacy. Additionally, he is a Certified Davis Dyslexia Correction counselor. Together with* **Susan Saleh-Gilbert MAMFT,** *a Certified NLP Practitioner in Education and Certified Davis Dyslexia Correction counselor, they form Nevada Learning Programs, 1515 East Tropicana, #510, Las Vegas, NV 89119, 702-739-6373.*

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THE MAP OF INSANITY

One of the things that many people who attend my workshops ask is, "How do I stop my internal dialogue?" All of us have had the experience of our internal dialogue being totally out of control. Frequently, a lot of your emotions are tied to your internal dialogue. One of the most important things in emotional growth is beginning to find out what generates the normal responses you have — what triggers your mechanical reaction patterns.

Feelings just don't come out of nowhere — feelings come out of somewhere. Even if you think you are a victim of them, feelings are generated by something. And feelings are generated either by pictures you make or they are generated by the way you talk to yourself or they are generated by certain sensations in your body. In order to create certain feelings, all you have to do is talk to yourself in a certain tone of voice or see certain pictures and you'll generate those feelings.

Our internal dialogue is a constant source of generating all sorts of feelings. When they're negative feelings that get in our way, one of things you can do for your own personal growth is try to find the triggers that are causing the negative emotions. Once you identify these triggers, you can then begin to consciously do something about it.

People will frequently get feelings and they'll say, "I just don't know what's happening, I'm just overcome with these feelings. I don't know where they're coming from. I just can't help myself." They're not coming out of nowhere, they're coming out of internal dialogue with a certain tone of voice that they're not consciously aware of. Once you become aware of this, then you're in a position to begin to do something about it and systematically break them down. Then you can learn to begin to control them. And then you need to start working with the tone of voice you can use that will put you into a positive state.

What can you do with your internal dialogue? There are three traditional things you can do. Many people say they want to *stop* their internal dialogue. If you stop your internal dialogue, there are certain problems — it's difficult to plan if there's no internal dialogue! Yet, there are times when you do want to stop your internal dialogue. Carlos Castenada often refers to stopping your internal dialogue as "stopping the world." Stopping your internal dialogue is non-trivial. In the classic traditions, it may take 20 years of mystical training to get to the point where you can stop your internal dialogue.

In addition to stopping your internal dialogue, you can *jam* it. Meditation is a way of jamming your internal dialogue by repeating a mantra to yourself in order to drown out your internal dialogue. Of course, most of you are sufficiently clever, not being Auditory Tonal people, that you can quickly figure out a way to have an internal dialogue and have your mantra going at the same time! The mantras were created by Auditory Tonal people in India who memorized the *Vetas* Auditory Tonally. If you are Auditory Tonal, then using a mantra is a fairly good way of jamming your internal dialogue. If you're not Auditory Tonal (only about 5% of our society), then you've got find some other way.

The third thing you can do is *substitute* a positive, supportive internal dialogue — the reason behind so many people giving positive affirmations to themselves. There are books upon books written on all the positive stuff you can say to yourself.

Another thing you can do is view this internal dialogue as a source of all kinds of information about what's going on inside of you and you can begin to *witness* the internal dialogue. One form of meditation is simply to sit and see what thoughts, feelings and words form in your mind. The key in this type of meditation is to not identify with them, but simply witness them. If you can simply witness them, they can give you all sorts of incredible information.

Using the Metamodel

The people who started doing NLP modeled people who were doing therapy quite successfully. In modeling people who were doing therapy quite successfully, they found an interesting thing: these people doing therapy would simply ask their clients questions. And in the process of asking their cleints questions, an amazing thing began to happen! Simply by asking questions, frequently their clients' problems would disappear.

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How is it possible to simply ask questions and have people's problems go away? It was discovered that the nature and the structure of problems is such that problems are due to the fact that people don't see the world the way it is — they see the world in a deleted, distorted or generalized version.

We can only have seven plus-or-minus-two chunks of attention. We can only take in a certain amount of information about the world, so we delete the rest, we distort the world in systematic ways and we generalize in systematic ways.

People have problems because they are out of touch with reality. One of the ways to eliminate the problems is to ask a series of questions to put them back in touch with reality. Once they're in touch with reality, an amazing thing happens: the problem isn't solved, the problem is dis-solved; the only thing that maintains the problem in the first place is the deletion, distortion and generalization. Once that is restored, there is no problem — it just disappears. Reality is not a problem, it's simply reality. Problems are things we create in our interpretations of reality.

Now, you don't just ask any questions, you ask a certain series of questions. This series of questions is formulated in what we call the metamodel, which formed the basis of NLP and was written up in one of the first NLP books, *The Structure of Magic.*

There is something else you can do that is equally powerful with this same model. If it works with other people "out there" then it might just work "in there." If you listen to some of the stuff that is going on in that wild and crazy monkey mind chattering out of control and apply this same set of questions to your internal dialogue, challenging certain aspects of it, thereby restoring some of the material that was distorted, deleted and generalized, then a lot of the so-called problems you have might very well go away, too.

One of the most powerful things you can do with your internal dialogue is metamodel that voice inside your head. In order to metamodel it, you ask it certain questions in response to some of the things that it's saying, which is a way of challenging and restoring the material that is deleted, distorted and generalized so that you can see reality the way it is.

One of the goals of mystic training is to reach the exalted state. One of the characteristics of the exalted state is objective consciousness. Objective consciousness is seeing the world the way it is, rather than seeing it through our subjective filters. One of the ways to reach objective consciousness is to metamodel our internal dialogue to break through its subjective aspects and see the world — instead of through a deleted, distorted perspective — the way it is.

The metamodel is a map of the structure of various forms of insanity, i.e., the various forms of deletions, distortions and generalizations through which we filter our experience. By filtering our experience through these forms, we create insanity in other people and in ourselves. One of the things we want to do is become supersane, not insane, so we need a tool for removing this insanity.

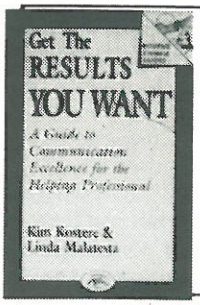
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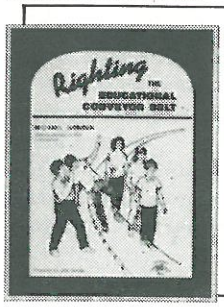
Continues in our next issue with "The Nine Types of Insanity."

Wyatt Woodsmall, PhD, *is an NLP Master Trainer and Master Modeler. He has pioneered in applications of modeling in government, business, industry and spirituality. He is teaching the special "Beyond Self Awareness" workshop throughout the country. Doctor Woodsmall is currently working on two books,* The Science of Advanced Behavioral Modeling *and* Beyond Self Awareness. *He can be reached at The National Training Institute for NLP, 801 South 20th Street, Arlington, VA 22202, 703-979-3835.*

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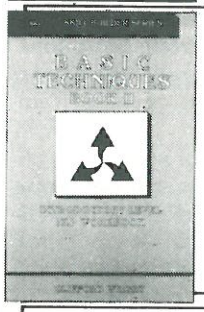
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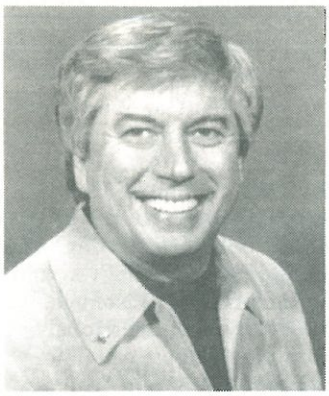
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PRESUPPOSITIONS AND REALITY

As undergraduates, we have all participated in that profound philosophical discussion of "How do you know you exist?" Many a sophomore has burned the midnight oil, scribbling meaningfully on the existence of self — I recall a particularly sonorous tome of mine that extended 31 pages — only to finish unsatisfied and discontented by their efforts. Long after I had left school, I continued to ponder the evidence of our existence, looking for clues in the matrial that makes up our daily existence. Suddenly, one day, when I was totally absorbed in something else, I began to sense the nub of the answer — that the clue to existence lies in language.

Everyone has, at one time or another, heard of or read a small book entitled *I Think, Therefore I Am.* It is authorless and without copyright, yet it has been printed in 28 different languages and has worked its way around the world several dozen times. It is the work that philosophers, health-care givers, helpers and teachers all turn to at one time or another as source material for understanding the Mind. What occurred to me, right out of the blue, was that *the title is backwards.* To be a true reflection of reality, it should read: *I Am, Therefore, I Think.* Surely, it makes sense to exist before one speaks, **for the presupposition of language is existence!**

The fact that we human beings language everything into reality supports our very existence. Please note: All language presupposes a Speaker and a Listener, even if they are both the same person. Without existence, no language. What makes us human beings unique as life forms on this planet is that we, alone, have the ability to language our reality, consistently and predictably and, with language, we can plan and create a future far beyond our immediate needs. Human beings, alone, can predict — and predictions come solely out of language.

There is nothing without language. Watch a child just learning to manipulate the sounds in what is to become their mother tongue. Notice the frustration the youngster demonstrates as they struggle to express some thought or idea. Parents, ideally, encourage more languaging by filling in the gaps for the young one. A child will even act out parts of his story with physical gestures and signs — which is another form of language.

Witness the adult learning a foreign language. The reluctance to speak which is exhibited by the novice linguist has nothing to do with making a mistake. In the new languaging there are huge gaps in the speaker's reality — and it is psychologically unsettling to have to struggle with non-existence. If you can't say it, it doesn't exist. If you can't language it, it doesn't exist; if you can't language, do you exist?

So, each of us daily, continuously, consistently, persistently language to ourselves and others. It is the confirmation of our existence and, at the same time, reaffirms our *chosen shared* reality. And it is always the same: presupposed Speaker and Listener. No matter if language is in the form of written / printed / drawn, words / numbers / letters / ideographs / lineographs / dots or in the form of physical expressions / gestures or in the form of quiet thoughts, pictures and feelings. We are the Speaker and/or the Listener *always.* We exist by our consideration alone. We fashion, form and sculpt our reality in language and then this devolves to the unconscious, which proceeds to use it as a blueprint for action. Language = Internal Representation = Behavior.

In a recent seminar I attended, we were all asked to state the rock-bottom presuppositions in the statements written before us. No matter what answer was given, the bottom-line presupposition was exactly the same: someone said something and someone heard what someone said. Otherwise, why language anything?

If, indeed, the presupposition of language is existence, then what, specifically, is the presupposition of communication? The answer to this is intriguing:

There are three things we do with our languaging ability —

— We talk. Talking is spoken/written speech which has only the function of reaffirming that we exist. You've heard the old sayings, "He talked all day, but didn't say a thing!" "All she does is talk, talk, talk." "I talk until I'm blue in the face and you still don't listen." Talking is for the benefit of the Speaker, not for the Listener. You can call it a pastime, if you like.

— We converse. Conversing has to do with the Speaker offering a speech reality to a recognizable Listener who adds their own reality in agreement and feeds it back as a Speaker — the Originator of the conversation. Like a champion tennis match, language bounces back and forth in logical sequence between alternating Speakers and Listeners. Another terrific pastime, as it were.

— We communicate. Communication has to do with the Speaker using a speech act which alters the reality of both Speaker and Listener. In plain English, when we communicate, we make things happen. So many people are working so hard to communicate without knowing exactly what it is they are working so hard to do. Say the right word? Agree? Disagree? Generally, we think that the one who comes out "right" has communicated something. Well, that may be true only when that outcome makes something happen to both Speaker and Listener. Creating rapport is only the first step in communication — it is the opening to the possibility that exists at the moment.

The original linguistic roots of the word "communicate" are most interesting. The base translation is "open the space to cast your light." The "opening of the space" means to clear an opening or channel in front of you and "cast your light" comes from the ancient Aramaic root of "to bless." Originally, "to bless" actually meant "shine a light to wake someone up!" Ancient civilizations were governed by the movements of the Sun, hence the many pagan religions that centered on that medium-size star. All business and most civil activities were conducted during the daylight hours. The night was reserved for rest and sleep (unconscious). Armies called a halt at sunset, to resume the battle at dawn. Daylight was the principal factor considered in all commerce, trade and public affairs. Hence, the idea to "wake someone up" meant to cast light upon them **to bring them to full consciousness.** So, open a space and cast your light means "make something happen that puts both parties in a different 'light' (consciousness)."

This particular languaging has a powerful impact on a very significant piece of history. The majority of people in whichever Christian religion is consulted firmly believe that the second-to-last utterance of Christ on the cross was, "Forgive them, Father, for they know not what they do." This is accepted as Absolute Truth beyond question. Unfortunately, linguistically, that is not possible. There is no Aramaic word "forgive" — that word

surfaced in the 8th century AD in Saxon England. It was originally "give forth" and through common usage eventually was reversed to "forgive" and then it took on a whole new meaning. What Jesus said on the cross, in his own language, was "Bless them, Father, for they know not what they do." "Bless" meaning "to wake up." So — "Wake them up! They don't know what they're doing" fits Jesus' last agony much more realisitically. Jesus never denied his humanity and human beings really don't enjoy their pain (but I digress).

Here, briefly, is some background to the presuppositions that exist in communication.

There are but two classes of words in our language which denote communication. These are the only two verb forms that are classified as "speech acts." A "speech act" is a quality of speech which is capable of creating change; the speech act, alone, shifts the personal power of either the Speaker or the Listener. When you wish to empower someone, you must use the appropriate speech act to produce that outcome. Power is either exchanged or transferred in communication and it can be better done in a procedural form rather than in an emotional way. Emotions may enter into communication, but should not govern the outcome of it.

The first class of verb forms known as speech acts are called *Requests.* A Speaker's requests empower the Listener TO ACT. How much empowerment is enacted depends upon the particular language used. There are many degrees of Requests: ask, invite, bid, suggest, prescribe, urge, challenge, insist, solicit, require, wish, warn, propose, advise, recommend, implore, beg, encourage, relinquish, bind, order, beseech, advise, command, demand, etc. You can also request negatively: forbid, prohibit, proscribe, etc.

You will notice in each case the presupposition is that the Speaker is, in some way, transferring an advantage to the Listener. Some are strong and some are weak and some are neutral, but all are empowering. Time and space do not permit us to examine each word on the above list, but we can look at one or two of the more interesting ones:

Phyllis *asked* her for the time. *Asked* presupposes that the Listener could answer the question or, at least, was in a probable position to do so. The presupposition came from the Speaker and concerned the Listener.

John *begged* his son to stay in school and graduate. Here, *begging* clearly presupposes that *his son* had all the power in this communication and *John* was clearly at a disadvantage.

Amanda *ordered* the Blue Plate Special. First, we must presuppose that there was someone *taking her order;* next, that that person was capable of *filling the order;* next, that there was *an order to be filled.* Here, the Listener is presupposed to exist as well as to be able and capable; also, there's something called a Blue Plate Special. (Once you name something, you bring it into existence.)

The seargent *ordered* the private to get a haircut. Same word as above, but the usage changes the presupposition considerably. While the Speaker is empowering the Listener to perform a certain act ("get a haircut"), the empowerment carries with it an "or else" quality (the Listener has little or no choice in the matter). The presupposed consequences makes this speech act a form of intimidation and, as you know, intimidation is one of the greatest power sources in human relationships.

The second class of verbs which become speech acts is called *Promise.* The presupposition here is that the Speaker is empowering themself on behalf of the Listener. Something is happening at the behest of the Speaker. Like the previous category, there are many forms of Promise: accept, offer, decline, warrant, guarantee, agree, commit, endorse, swear, affirm, vow, pledge, assure, resolve, certify, confirm, deny, refuse, submit, etc.

The mechanic *guarantees* his work. The mechanic (the Speaker in the sentence) empowers himself so that the Listener has an absolute commitment to his own well being (satisfaction).

The President was *sworn* in on January 20th. Here, the implied Speaker (Chief Justice) guaranteed the Listener (President) his powers as delineated by the Constitution.

So here, very simply is the story of communication. There is the existence of a Speaker and a Listener who are, in some form or another, exchanging Requests and Promises to their mutual satisfaction, moving toward a dovetailed outcome.

Communicators bring forth commitment and new possibilities with Requests and Promises. Not making Requests is a hidden commitment to being *dissatisfied.* Not making Promises and/or breaking your Promises is a hidden commitment to being irresponsible (read: victim).

The senior function in communication is **Listening.** The Auditory sensory channel is the first to develop and, I'm told, the last to sign off. So human beings are primarily Listeners. We are constantly scanning our environment, either consciously or unconsciously, sorting incoming stimuli which we can tailor to our preset "Listening." Here we involve ourselves in "context." We listen *to* something without consciously acknowledging what we are listening *with.* As one of the three elements that the brain involves itself with, "context" is probably the least understood.

Context presupposes a frame for perception. When you listen to music, what do you listen *with?* Boredom? Rapture? Melancholy? Irritation? Joy? When you look at a painting, what do you look at it with? Curiosity? Arrogance? Condescension? Amusement? Reverence? When you feel a certain way, what do you use to feel that way? Self-respect? Shame? Guilt? Pride? Context gives content shading, coloring, direction, perspective, effect, duration, impact, warmth — all the elements that make up our communication. And things happen!

In all this palaver, do you notice what's missing? All the things that we are taught constitute communication: think, want, desire, feel, would like, need, appreciate, hope, intend, will, it

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seems to me, prefer, t-r-y, like. In linguistic slang, these terms are called "Weather Reports" because they only tell you that the Speaker is hiding (concealing) their commitment. They may tell you something about the Speaker, but there is no commitment to Action. Action, after all, is the end result of communication. The kind of committed being you are attracts the exact condition that exists for you. All life flows out of communication.

When an individual tailors their *Requests* and *Promises* to match a stated outcome, they simply cannot fail. We create ourselves with language, in language; we create our outcomes in the same way. When they match/align, then the outcome simply comes into being naturally, painlessly, without effort. No need to work hard — just language smart.

There is much, much more to look at, but for right now, this simple background will suffice to support the meaning of this article:

The purpose of true communication
is to re-invent yourself as a human being.
You shape yourself and your future by the
Requests and Promises you make and keep.
You sculpt yourself by the way you sculpt your language.
Requests and Promises are not "just semantics"
— they are the kind of action produced that only human beings make. We invent our humanity with our Requests and Promises.
Human beings are animals which
embed themselves in language and so create a domain that doesn't exist in Nature.
It is not what you do, but which domain of possibilities you shift your listening to (context)
that makes your life what it is.

So why the lengthy article on communication? How does that fit in with this time of year? Simple.

Like magic, everyone, almost to a person, shifts their listening during the Holidays. Quickly and efficiently, each individual becomes imbued with the "Christmas Spirit" along with "Peace on Earth, Good Will Toward Men" (that's a quote from the ancient male chauvanists). We literally shift our context for living for those precious few weeks and we actually practice empowering each other. All the VAK symbols, all the tokens (words), all the presuppositions we create have a mellowing effect on our reality as we brush aside all the shortcomings we focused on the rest of the previous year. We even ignore the certain eventuality of extra bills to pay, stomachs to settle, exchanges to make. Everything is suspended in an almost dream-like trance. The office Christmas party is a good example of this Holiday Spirit. Under the auspices of Jim Beam/Vat 69/Stolnichkaya we are even warm and pleasant to those we've spent the whole year competing with. We smile at our antagonists and we joke with our inferiors. We language ourselves deliberately despite the reality of our previous condition, because it's the thing to do.

So this Holiday Season, I request that each and every one of you *seize the day* (Carpe diem!) and with each one sculpt and shape a reality that leads to some new awakening within, lush with possibilities, to create a powerful way of Being. Notice and observe each shift you make *away from* your limiting perspectives as you open up the space before you for the Holiday Season to cast its light. This all happens in language, so keep it in your language long after the season is over. Learn to shift your listening permanently so you can design your life to move *toward* your goals, your dreams, your purpose in life. Speak Commitment instead of Explanation. Declare yourself open to new ideas, fresh possibilities, to re-inventing yourself daily. Commit to making yourself unrecognizable to your old, past, habitual ways and surprise those around you with an uncharacteristic zest for living; demand of others challenges that will put you right smack in the middle of things so you can stretch yourself and discover hidden talents, gifts and commitments. Give up the "hard way" context for a "smart way" commitment. Want what you have so you can have what you want. Either way will deliver satisfaction.

Make a new beginning every day so you can discover what's missing for **what's missing is what drives you in Life.** Language for yourself positive (self-directed) responsible commitments which will result in completion (an item handled) with self and others left empowered. Fashion a reality that will support and buoy up the next step in your journey and, above all, give up being "reasonable." Reasons/explanations/assessment/evaluations/interpretations are structure which soak up your personal power and freeze the energy that you need to take the next step. There's a difference between Pain and Suffering. Pain is a physical phenomenon, while Suffering is a linguistic phantom which somehow relates to your negative expectation (prediction) of a future happening. Pain lives in the body; Suffering lives only in language.

As a gift to the world, give up your commitment to "Looking Good." (I call "Looking Good" the American disease.) Your commitment to "Looking Good" is what produces mediocrity. Sometimes you have to be outrageous to punch a hole in someone's hide-bound reality. Ever get "nervous?" Well, that's your commitment to "Looking Good." Richard Bandler talks about "wanton experimentation." That means you have to put your ass on the line to do it.

Finally, TIME is an invention of the Mind. It exists only in Language. The Mind gets boggled when it struggles to capture the Universe with its notions of TIME. The Mind has to invent other language to even come close — yet it still falls far short. No Mind can comprehend, let alone capture, the actual concept of the Universe.

Please notice: A dog cannot be late. Why? First, dogs do not live in language. TIME exists in language only. So dogs show up when they do and, as far as they're concerned, it's no big thing. Only humans suffer because only humans create TIME.

So — you have all the TIME you need because you have all the TIME you care to create. Those of you who are versed in time line technology have the skill and the methodology to be Masters of Time. Since Time is an illusion, so is your Past and Future. So design a life, create the Past that will support your self-determined Future. You can't lose unless you create the loss. All you'll ever encounter in Life is "what's missing" and that's the only thing that never changes.

Recommendation: Anchor all this to the Holiday Season. Then leave symbols in your immediate environment to keep triggering your unconscious to continue re-creating yourself. Create your own Tradition! I have kept my Christmas decorations up and on for two years now — much to the amazement of visitors and clients. Somehow, though, everyone seems to enjoy the novelty (especially in July) of Christmas Spirit all year round. The twinkling lights and the colorful decorations are a continual reminder that I am not a prisoner of my Past or my immediate circumstances; I can celebrate life any time without reliance on needing a reason. Hells Bells, when is being alive not appropriate?

Merry Christmas
Happy Hanukah
A Most Powerful and Resourceful New Year!

Excerpts drawn from material used in his "Communication Workshop" and "Alpha Training Seminar."

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James A. Takacs *is a Co-Founder of Sound/Mind Research, Inc. He is also a co-developer of Audiotronix™ technology — the use of sound and sound patterns to stimulate change in brain functioning. He is a Certified Master Practitioner and a provisional NLP Trainer specializing in generic applications of NLP. He can be reached at P.O. Box 394, Tarzana, CA 91356, 818-881-1450.*

SPECIAL FEATURE

PEACE PILGRIM
1908 - 1981



On her pilgrimage from 1953 to 1981:

"A pilgrimage is a gentle journey of prayer and example. My walking is first of all a prayer for peace. If you give your life as a prayer you intensify the prayer beyond all measure."

Peace Pilgrim walked more than 25,000 miles across this country spreading her message — "This is the way of peace: Overcome evil with good, falsehood with truth, and hatred with love." Carrying in her tunic pockets her only possessions, she vowed, "I shall remain a wanderer until mankind has learned the way of peace, walking until given shelter and fasting until given food." She talked with people on dusty roads and city streets, to church, college, civic groups, on TV and radio, discussing peace within and without.

Her pilgrimage covered the entire peace picture: peace among nations, groups, individuals, and the very important inner peace — because that is where peace begins.

She believed that world peace would come when enough people attain inner peace. Her life and work showed that one person with inner peace can make a significant contribution to world peace.

PEACE PILGRIM
Her Life and Work in Her Own Words
Compiled by some of her friends

THE ATTAINMENT OF INNER PEACE

There were hills and valleys, lot of hills and valleys, in my spiritual growing up period. (See "Steps Toward Inner Peace," RAPPORTER Issues #21-25.) Then in the midst of the struggle there came a wonderful mountaintop experience — the first glimpse of what the life of inner peace was like.

That came when I was out walking in the early morning. All of a sudden I felt very uplifted, more uplifted than I had ever been. I remember I knew *timelessness* and *spacelessness* and *lightness*. I did not seem to be walking on the earth. There were no people or even animals around, but every flower, every bush, every tree seemed to wear a halo. There was a light emanation around everything and flecks of gold fell like slanted rain through the air. This experience is sometimes called the illumination period.

The most important part of it was not the phenomena; the important part of it was the realization of the oneness of all creation. Not only human beings — I knew before that all human beings are one. But now I knew also a oneness with the rest of creation. The creatures that walk the earth and the growing things of the earth. The air, the water, the earth itself. And, most wonderful of all, *a oneness with that which permeates all and binds all together and gives life to all.* A oneness with that which many would call God.

I have never felt separate since. I could return again and again to this wonderful mountaintop and then I could stay there for longer and longer periods of time and just slip out occasionally.

The inspiration for the pilgrimage came at this time. I sat high upon a hill overlooking rural New England. The day before I had slipped out of harmony, and the evening before I had thought to God, "It seems to me that if I could always remain in harmony I could be of greater usefulness — for every time I slip out of harmony, it impairs my usefulness."

When I awoke at dawn I was back on the spiritual mountaintop with a wonderful feeling. I knew that I would never need to descend again into the valley. I knew that for me, the struggle was over, that finally I had succeeded in giving my inner life or finding inner peace. Again, this is a point of no return. You can never go back into the struggle. The struggle is over now because you *will* to do the right thing and you don't need to be pushed into it.

I went out for a time alone with God. While I was out, a thought struck my mind: I felt a strong inner motivation toward the pilgrimage — toward this special way of witnessing for peace.

I saw, in my mind's eye, myself walking along and wearing the garb of my mission. I saw a map of the United States with the large cities marked — and it was as though someone had taken a colored crayon and marked zigzag lines across, coast to coast and border to border, from Los Angeles to New York City. I knew what I was to do. And that was a vision of my first year's pilgrimage route in 1953!

I entered a new and wonderful world. My life was blessed with a meaningful purpose.

However, progress was not over. Great progress has taken place in this third phase of my life. It's as though the central figure of the jigsaw puzzle of my life is complete and clear and unchanging and around the edges other pieces keep fitting in. There is always a growing edge, but the progress is harmonious. There is a feeling of always being surrounded by all of the good things, like love and peace and joy. It seems like a protective surrounding, and there is an unshakeableness within which takes you through any situation you may need to face.

The world make look at you and believe that you are facing great problems, but always there are the inner resources to easily overcome the problems. Nothing seems difficult. There is a calmness and a serenity and unhurriedness — no more striving or straining about anything. That's a very important thing I've learned: If your life is in harmony with your part in the Life Pattern and if you are obedient to the laws which govern this universe, then life is full and life is good but life is nevermore overcrowded. If it is overcrowded, then you are doing more than is right for you to do — more than is your job to do in the total scheme of things.

Now there is a living to give instead of to get. As you concentrate on the giving, you discover that, just as you cannot receive without giving, neither can you give without receiving — even the most wonderful things like health and happiness and inner peace. There is a feeling of endless energy, it just never runs out, it seems to be as endless as air. You seem to be *plugged in* to the source of universal energy.

You are now in control of your life. Your higher nature, which is controlled by God, controls the body, mind and emotions. (The ego is never really in control. The ego is controlled by wishes for comfort and convenience on the part of the body, by demands of the mind and by outbursts of the emotions.)

I can say to my body, "Lie down there on that cement floor and go to sleep," and it obeys. I can say to my mind, "Shut out everything else and concentrate on the job before you," and it is obedient. I can say to my emotions, "Be still, even in the face of this terrible situation," and they are still. A great philosopher has said, *he who seems out of step may be following a different drummer.* And now you are following a different drummer: the higher nature instead of the lower nature.

When you have done the spiritual growing up you realize that every human being is of equal importance, has work to do in this world, and has equal potential. We are in many varied stages of growth; this is true because we have free will. You have free will as to whether you will finish the mental and emotional growing up. Many choose not to. You have free will as to whether you will begin the spiritual growing up. The beginning of it is the time when you feel completely wiling, without any reservations, to

leave the self-centered life. And most choose not to. But it was doing that growth and finding inner peace that prepared me for the pilgrimage that I walk today.

Looking through the eyes of divine nature you see the essence within the manifestation, the creator within the creation, and it is a wonderful, wonderful world!

I realized in 1952 that it was the proper time for a pilgrim to step forth. The war in Korea was raging and the McCarthy era was at its height. It was a time when congressional committees considered people guilty until they could prove their innocence. There was great fear at that time and it was safest to be apathetic. Yes, it was most certainly a time for a pilgrim to step forward, because a pilgrim's job is to rouse people from apathy and make them think.

With the last bit of money I had left, I bought not only paper and stencil for my first messages, but also material for my first tunic. Although I designed it, the sewing was done by a lady in California and the lettering was painted by a man who was a sign painter. My initial reaction when I first put it on was a wonderful "rightness" about it, and I immediately accepted it.

In our next issue, "The Pilgrimage."

❐

STEPS TOWARD INNER PEACE is not copyrighted and you are welcome to reprint it in whole or part. It has been translated into a few languages. We hope it will be translated into many more and published in every country in the world.

The Friends of Peace Pilgrim *wish to continue the spirit of offering her message without charge. Unpaid volunteer workers and many small donations make continued distribution possible. In addition to the book,* Peace Pilgrim, Her Life and Work in Her Own Words, *they have other Peace Pilgrim materials, including audio and videotapes, pictures, postcards, and copies of the* Steps *booklet in Spanish. For a current list write to: Friends of Peace Pilgrim, 43480 Cedar Avenue, Hemet, CA 92344, or call 714-927-7678.*

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(only if you let it)

by James A. Takacs

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contact Planetary Commission for Global Healing,
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January-March, Calgary, Alberta, Canada
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Dr. Anthony Scannella;
contact Eastern NLP Institute, 215-860-0911

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RESOURCE GUIDE

If you're looking for books, audio and videotapes, and other products covering neurolinguistic programming and related fields, here's who to contact. (We haven't intentionally omitted anyone; if you'd like to be included in our Resource Guide, send us your most recent catalog or brochure.)

The Changeworks
P.O. Box 4000-D, Berkeley, CA 94704, 415-540-5707

Eastern NLP Institute
P.O. Box 697, Newtown, PA 18940, 215-860-0911

FuturePace, Inc.
P.O. Box 1173, San Rafael, CA 94915, 415-485-1200

Georgian Bay NLP Centre
P.O. Box 1210, Meaford, Ontario N0H 1Y0, Canada,
519-538-1194

Grinder Resource Center
1803 Mission Street, Suite 406, Santa Cruz, CA 95060,
1-800-338-4667

Grinder, DeLozier & Associates
200 7th Avenue, Suite 100, Santa Cruz, CA 95062,
408-475-8540

Metamorphous Press, Inc.
P.O. Box 10616, Portland, OR 97210-0616, 1-800-937-7771

National Association of NLP
310 North Alabama, Suite A-100, Indianapolis, IN 46204,
317-636-6059

National Training Institute for NLP
801 South 20th Street, Arlington, VA 22202, 703-979-3835

New York Training Institute of NLP
155 Prince Street, New York, NY 10012, 212-473-2852

NLP Arizona, Ltd.
P.O. Box 39539, Phoenix, AZ 85069, 602-433-2280

NLP Comprehensive
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NLP Products & Promotions
13223 Black Mountain Road, #1-429, San Diego, CA 92129,
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Powell Productions
11701 Belcher Road South, Suite 123, Largo, FL 34643,
813-530-0110

ProfitAbility Group, Inc.
1001 Bishop Street, Pauahi Tower, Suite 702,
Honolulu, HI 96813, 1-800-NLP-7870, ext. 800

Southern California Center for NLP
2075 P.V. Dr. N., Ste. 200, Lomita, CA 90717-3726, 213-833-4234

Southern Institute of NLP
P.O. Box 529, Indian Rocks Beach, FL 34635, 813-596-4891

Success Dynamics
P.O. Box 6749, Fresh Meadows, NY 11365, 718-461-3220



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 Commision. For more information and up-dates on the effect of the ongoing World Healing Meditation, contact the Quartus Foundation, P.O. Box 1768, Boerne, TX 78006-6768. 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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ab omnibus et quod semper
creditum in the days of the candle &
pyramid philosophers.