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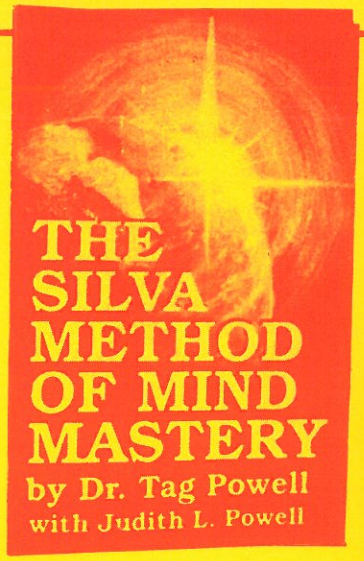
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OUR PURPOSE AND PHILOSOPHY IS:

- *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, hypnosis, channeling, interspecies communication 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 pursuance of success, abundance, peace and joy.*

In the preface to the "Natural Cooking" column 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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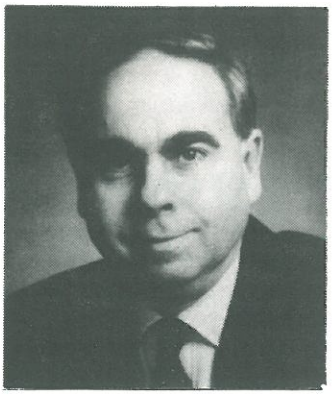
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BEHAVIORAL MODELING



WYATT WOODSMALL
President
Advanced Behavioral Modeling, Inc.

STRATEGIES — Part IV
Kinesthetic Representational System (Continued)

Feelings And Emotions What is a feeling or an emotion? This is an important question. Feelings and emotions are often confused with sensations. This is probably the primary reason that there is so much confusion about the kinesthetic system. A feeling or an emotion is an interpretation of a sensation or of a matrix of sensations. Feelings, like words, are two steps removed from reality. The reality is the sensation. A feeling is an interpretation of a sensation. Feelings are usually classified as either good or bad. An emotion is a complex cluster of sensations that has a label affixed to it.

For example, an emotion like anger is a complex physiology. This physiology is internally experienced as a matrix of sensations. People are able to distinguish various emotions, and each emotion may have differing levels of intensity. Each emotion corresponds to a different matrix of sensations and the degree of intensity correlates to differences in the intensities of the various sensations that comprise the matrix. This applies to both negative and positive emotions. The emotion called love is a matrix of sensations largely in the visceral organs of the body. A person uses the word "love" as a label to describe this matrix of sensations. (It should be noted that love may have other components than just the emotional one. It may also have cognitive aspects resulting in certain types of commitments and behaviors.)

Feelings are not just produced out of thin air. The matrix of sensations that comprise a feeling or emotion may be triggered by external or internal pictures, sounds, sensations, tastes and smells. This process, which is called synesthesia, will be the subject of a future column.

A large part of personal growth for an individual is becoming aware of the different matrices of sensations that comprise various emotions for them. It is also important to become aware of the synesthesia patterns that one uses to generate these sensations. Once a person compiles their personal atlas of states, then the next step is to be able to remember and construct these states at will. This is what true emotional maturity is all about.

Most people in our society believe that they have no control over their feelings. They believe that feelings are just things that happen to them. They believe that they are victims of their feelings. In fact, in our society we have a special word for people who can control their feelings. We call it "insincerity." In our society it is believed that if someone can control their feelings, then they are actually faking feelings and this is insincere.

The belief about controlling feelings is culturally conditioned. If you ask most people to change their pictures they can do so easily. If you ask them to change their feelings, they look at you like you are crazy. If you ask an American Indian to change their feelings they can do so just as fast as other people can change pictures. If you ask them to change their pictures, however, they look at you like you are crazy — pictures come from the Great Spirit. Visions are sacred and not to be disturbed.

The truth is that people can control their sensations and consequently their feelings. They may do this directly or through synesthesia. People are not victims of their feelings unless they choose to be so. No one can make anyone feel anything. This is one of the grossest of the metamodel violations. People either take responsibility for their feelings or they play the victim and martyr and shift this responsibility to others. Maturity comes with the willingness to give up the self-imposed suffering of victimhood and to accept responsibility for one's own emotional states.

Often it is more difficult for people to do this with positive emotions than with negative emotions. Love is a feeling inside of a person that they attach to someone outside. The other person does not make one feel love. One chooses to feel love in the presence of the other person. One can also choose to feel this same feeling in the presence of any person. This is what loving your neighbor as yourself is all about. The idea of loving other people through an act of will is crazy if emotions are things that a person is a victim of. Loving others who are unlovely only makes sense when one understands that love is an emotion one chooses to feel.

Rather than simply waiting for the right person to come along that will generate an incredible feeling of ecstasy in us, we can get in touch with how we experience ecstasy and generate it whenever we choose. Many people never experience positive emotions, because they put them off into the future by believing that something else has to happen first to cause the positive emotions. Happiness and most positive emotions are not things that people become — they are things that people remember to be. One has to remember to be happy. One never *becomes* happy. The only way to have a positive emotion is to remember to **create it now.** Many people march through life with positive emotional states always at arms length ahead of them in the future. Simple joy and happiness are not awaiting in the future. They are available now through an act of choice.

OLFACTORY and GUSTATORY REPRESENTATIONAL SYSTEMS

One major difference between olfactory and gustatory is that olfactory is a remote sense and gustatory is a contact sense.

Olfactory

Olfactory is one of the most overlooked representational systems. One has to be in contact with something in order to taste it, but one doesn't have to be in contact with something in order to smell it. People differ in their abilities to detect and identify odors. One of the peculiarities of the olfactory sensors is that they fatigue relatively rapidly. One's sense of

GROWTH = AWARENESS

smell is one of the most powerful senses one has as far as the ability to make discriminations. People can detect odors at concentrations of several parts per million. They can pick out odors in incredibly diluted concentrations.

Odors are very important in affecting mood. Smell is the express train to the brain. There is nothing that will bring back memories faster than smell. Smell organs are located immediately adjacent to the deepest and most primitive part of the brain (the reptilian system). Whereas all of the other sensations are mediated through the cerebral cortex, smell alone has a direct connections to the nervous system. This is understandable given the critical role that smell plays in animal survival. It is one of the fundamental indications of danger to an animal.

Smell is one of the most common affecters of mood, and this usually occurs outside of one's conscious awareness. When people are not feeling well in a situation this is frequently caused by the presence of micro-odors in that environment that they are not even aware of. It is amazing how micro-odors can effect people in a negative way. Chemical smells can put people in very negative states, and they won't be aware why they feel the way that they do. This is why pollution is dangerous. Positive smells that people are not aware of can also put them in excellent states. Positive smells in a house or environment are very important. The fragrance industry is a multi-billion dollar industry.

Gustatory

Gustatory is a contact sense. It is mediated by sensors in the mouth and tongue. A lot of what people normally consider as taste has to do with smell. There are four taste sensations. These are bitter, sweet, sour and salty. All tastes are a combination of these four.

Gustatory remembered is to remember what something tastes like. Professional wine tasters have to remember what a great wine tastes like. Frequently gustatory remembered is a major cause of disappointment when ordering food in restaurants. This is because the person ordering remembers what something tasted like in the past. Unfortunately there may be no resemblance between the remembered and the taste of the food in front of the person. This is a great source of disappointment in life for people who are gustatorially oriented.

Gustatory construct is the ability to construct all sorts of wonderful tastes. "Death by chocolate" is considered to be one of the greatest of these.

Synesthesia Patterns

Synesthesia patterns have to do with the connection between the various representational systems. They might be thought of as a two-part chain. One part leads directly into the other. The most common synesthesia patterns are see-feel and hear-feel. A classic see-feel synesthesia pattern occurs when a person sees something and then immediately has a feeling. For example, certain people feel faint at the sight of blood. Jealousy is an example of a see-feel synesthesia pattern with the picture outside of conscious awareness. The see-feel synesthesia patterns can result from external or internal pictures. An external see-feel synesthesia pattern would be to see something outside and get a feeling from it. An internal see-feel synesthesia would be to see a picture in one's head and get a feeling from it.

A hear-feel synesthesia pattern occurs when a person hears something in their head and automatically gets a kinesthetic response from it. A typical example of this would be when someone's tone of voice immediately triggers a kines-

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thetic reaction in the listener. For example, my father had a certain tone of voice in which he would occasionally speak to me, and the moment he would use that tone of voice I would find that suddenly my physiology was altering in ways that were not particularly conducive to communicating with him. Once I became aware of this, then I was able to do things to change the effect. We even learned to make a joke out of it. Another example of a hear-feel synesthesia pattern would be someone running their finger on a chalkboard. Often just the anticipation of this is enough to trigger the feeling.

There are other types of synesthesia patterns than the ones mentioned. There are all sorts of possibilities. One can also have a synesthesia pattern in the same representational system. An example would be a see-see synesthesia pattern where an external or internal picture immediately triggers another picture. People who are mismatchers often see an experience and simply respond by doing the opposite as one picture leads to another.

There are 36 different combinations of synesthesia patterns. There are many skills in society which, in order to perform them elegantly, depends on the development of highly refined synesthesia patterns.

What Each Representation System Is Good For

Each representational system can best represent the aspect of the world which it responds to directly. Often problems arise when people represent experience with the wrong representational system.

Digital descriptions are always secondary representations of experience. First there is the event or initial stimulus. Then there is the nervous impact of the event via the senses. Third is the emotional reaction based on the past experience of the individual. Fourth is the internal or external verbal response. Many individuals conflate the first and fourth step and are not aware that the second and third have occurred. Digital descriptions are always once removed from experience and twice removed from actual events.

A digital description always contains less information than the primary experience it represents. When a person describes their primary experience they have to delete, distort and generalize it. One can only describe certain aspects of an experience, and one can never totally capture it into words. One can't put their feelings into words totally, because feelings are nonsensical. They defy description, and the best one can do is come up with some approximation of them.

Auditory digital is valuable for certain things. It is how we make sense out of things. It is valuable as a filing system to keep track of our memories and experiences. It is used to sort things out. It is valuable to categorize experiences with. Once experiences are categorized they can be measured quantitatively and qualitatively. Auditory digital is also important in setting directions and in planning. It is hard to plan without using the auditory digital representational system. Auditory digital is also valuable for summarizing things, for drawing conclusions, for reasoning, for logical inference, for analysis and for making sense of the world in general.

Auditory tonal is how something sounds. It is valuable for adding emphasis and for flushing out so-called raw data. Two people can say the same words and yet have two totally different impacts. As every good preacher and speaker realizes, an effective speech is more than just reciting words. The key to an emotional impact is the passion the speaker puts into the words.

The visual representation system can represent tremendous amounts of data immediately and simultaneously. The old saying that a picture is worth ten thousand words is true. A picture allows one to represent things simultaneously,

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whereas auditory forces one to represent things sequentially. Visual is the realm of space, and auditory is the realm of time. When one represents things auditorially one can only represent them sequentially in time, whereas visually they can all be represented simultaneously. One can get more information off of a picture than any other representation.

The kinesthetic representational system has the most inertia and duration of all the systems. It is hardest to activate initially, but once activated it has the most momentum. Everyone has had the experience of being startled and finding themselves kinesthetically aroused. Even though there is no danger it takes awhile for the initial arousal to pass.

When making decisions, it is difficult to make decisions in which one represents things only with words, sounds or feelings. It is much easier if one can represent the various alternatives in terms of pictures, because it allows one to get a lot more information about the alternatives and to consider them a lot more rapidly. People that make decisions purely on the basis of sounds, words or feelings are going to take longer to make the decision, because they have to access each alternative sequentially or they have to take the time for the feelings associated with each to build up. Whereas if a person can make decisions on the basis of pictures, they are going to be able to do so a lot more rapidly. Visual construct is one of the keys to really good decision-making.

Kinesthetics are helpful to provide raw data for experience. Sensations are one of the main ways that a person takes in information about the world. Feelings (which are really a form of meta-kinesthetics) are the primary way that a person makes evaluations about the world. Feelings are always an evaluation of a matrix of sensations. Feelings, like words, are one step removed from primary experience and two steps removed from events.

So called "congruent feelings" are perceptual experiences of events involving direct tactile and proprioceptive sensations. Primary sensations are the basis of all experience, and feelings are evaluations of these primary sensations.

Genius in many areas has to do with the ability to make refined discriminations in certain representational systems. A genius is able to represent things in a representational system that other people normally can't. The other aspect of genius is the way the representational systems are put together in sequence. That is called a strategy. A strategy is a sequence of representational systems that are followed in order to achieve a certain outcome.

❐

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Continues in our next issue.

Wyatt Woodsmall, PhD, *Certified NLP Master Trainer and Master Modeler and Founder and President of Advanced Behavioral Modeling, Inc. and 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 language patterns, human typological analysis, advanced behavioral modeling, negotiations, training, and NLP and personal growth. He will be conducting the fourth annual NLP Trainers Training August 23-September 3 in San Diego and an Advanced Behavioral Modeling Training June 24-July 9 in the Washington, DC area. Further, he will be conducting trainings over the next six months in Detroit, Phoenix, Toronto, Calgary, Vancouver, New York, Los Angeles, London, Sydney, Italy and Puerto Rico. He can be reached care of Advanced Behavioral Modeling, Inc.,*

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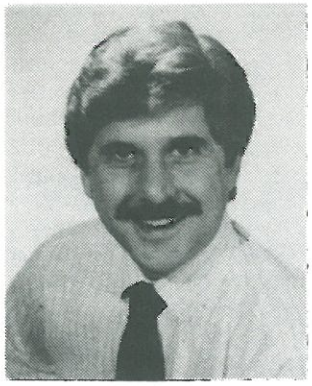
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SPECIAL FEATURE



TAD JAMES
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THE SECRET OF CREATING YOUR FUTURE
Part II — Milon's Plan

Milon was awe struck. He had gotten more than he had expected. Not only had he gotten the permission, but also more incentive for the future. And then he began to think about what he had done. The enormity of the project fell upon him, and he was scared. Not that fear was a foreign emotion to him, but it was so rare.

The Basic Rule

He asked himself, "Milon, what have you done. What have you asked for? What have you agreed to? Can you do it? And who are you, Milon, to do this?" His mind raced. Faster and faster. Boy, was he scared! And then he remembered the basic rule.

"I am in charge of my mind and therefore my results."

So he took control of his thoughts. He took a deep breath and blew it out through his mouth, pausing with his breath fully exhaled. He remembered all the times in the past that he had succeeded. He remembered all of the times he had done exactly what he had set out to do. As he remembered his successes, one by one, he began to feel better, and better and better. Milon knew he had to plan how to share the secret with his friends. He knew that if he did a good job the Wizard would teach him more of the secrets he wanted to know and that would make his own life better, so he set out to figure out just how to tell the world about Time Line and Programming Your Future.

Milon determined to redo the process for himself from scratch before he set out on such an important task and so he took responsibility for where he was. For Milon this day, it was a joyous process. He knew without a shadow of a doubt that he himself had created this day.

He remembered the day the Wizard taught the first frame to him:

"Take responsibility for where you are."

The Wizard said, "The first step to having what you want in your life and I hesitate to say this, but I think it's important to say, the first step to having what it is that you want in your life is to take responsibility for the way your life is now. That's really important, because to the extent that you don't take responsibility for the way your life is now, you rob yourself of the power to have it be the way you want it. To the extent that you don't take responsibility, you deny your ability to have what you want in the future. So, whether or not you are responsible, act as though you are because it gives you the power to choose how you want it to be."

As he remembered the teaching of the second frame, Milon recalled what the Wizard had said:

"Clarify your values (decide what is important to you)."

Next, Milon asked himself, "What's important about this project in the context of what I do?" As he did, he opened the notebook the Wizard had given him and wrote at the top of the page, "VALUES: WHAT I DO." And he thought, "What's important to me about this project in the context of business, my job or career, what's important to me about what I am doing?"

He wrote his values in order.

Then he numbered the values according to their importance to him, asking himself, "Of the above values, which is the most important to me?"

Then he rewrote the list of values according to their importance.

Milon also realized the importance of having balance in life, so he began to explore what was important to him in the other areas of his life.

So he wrote about what was important to him in his personal relationships.

Next, he wrote about what was important to him in the area of his health and fitness.

And personal growth.

And his pursuit of spiritual practices.

Next, Milon began to look at what he wanted for the future in his project and he remembered the Wizard's next frame:

"Write down what you want."

When the Wizard told him that, he said,"That's the next frame — to decide what you want. It is a difficult task for some people to do. Some people find it easy to take responsibility and discover what's important to them. But when it comes time for them to say what they want, then they are not sure. You can decide what you want or you can get what you get. And, if you decide what you want, at least you will have laid out a road map for what it is that you want. At least you will have given the universe instructions to produce certain results and you can measure your progress. If you wait, age 80 is too late to decide what you want."

Smart Goals

For just a moment Milon paused to remember the day the Wizard had given him the conditions for "Smart Goals." He remembered them as if it were today:

Specific **M**easurable **A**ll areas of life **R**ealistic **T**imed
Simple **M**eaningful **A**s if now **R**esponsible **T**oward what you want

Milon knew that in setting his goals he needed to write goals that were simple and specifically stated.

He remembered the Wizard saying, "It is really important to be specific in setting a goal. If you want something, be specific. If you were to write this goal: *I would like to make more money,* the goal isn't specific enough. The problem is, if you made one cent before the day you died, you would make more money. I can personally guarantee you, that if you do nothing, you will make more money. In your land it is impossible not to make more money.

"You have to be specific, because the universe will deliver what you want. That's how the universe works works. You see, Milon, the universe is pure intelligence. Nature itself must be viewed as a living organism. It is purposive and it possesses deep intentionality. At its very depth, the universe acts like a processor of information. This information flows around and through all biological processes. All things are intimately and infinitely connected. Reality is not what you see, but is composed of frequencies. These frequencies can be changed and the matter that is the universe can be affected and changed just by your attention. The universe is like your body in that respect. It will give you what you dwell upon. If you dwell on ambiguity,

you will get just that. So be specific and keep your instructions simple."

Milon remembered that his head was swimming by this time, but what the Wizard said didn't need to be only remembered because just hearing it had changed his nervous system.

The Wizard continued, "The nervous system throughout the body delivers what you tell it to deliver, and it delivers it to you in your action. It is really simple. If you have a thought in your mind, inside your head, that thought will affect your physiology and it will deliver that which you want. So you need to be specific about what you want because your body and the universe will deliver whatever it can deliver to you. If you just said, *more money,* you might get one cent more. So, what do you mean by specific? By specific, do not even say I want to make a thousand dollars more a month, or ten thousand dollars more a month. State the goal the way you want it. Say it the way you want it. Say, *I now make x number of dollars per month.* That is also measurable.

"*Measurable* goes hand in hand with specific. Reason for measurability is so you know when you get there. Some people decide, *I want to be happy.* So does everyone, but happiness is a state. It has nothing to do with what you have.

"Also make sure that what you want is meaningful to you. Meaningful means it is yours. You want it, and so you own it. So many times when people write goals they don't get them. They say *I did not get it,* but if you ask them, *Did you really want it,* you'll probably find they say, *Not really.* Make sure you really want what you think you want.

"*Balance* is important in life. Make sure that you are not just working, but that you take time off, that you have good relationships, exercise, and the like. Make sure you plan for all areas of your life.

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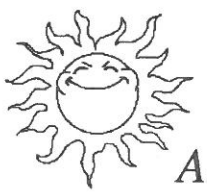
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"Write your goals *As if now.* When you write a goal, write it as if it was now, not in the future.

"One of the other things that is real important in setting goals is to set goals for all areas of life. That assists us in being balanced.

"*Realistic,*" said the Wizard, "simply means that given the events in your life, you can determine it is possible that you can achieve them. But some people set goals and the way they set goals is that they set them up in such a way that they fail. They set unrealistic goals to prove something to themselves. That is not the way to set goals. The way to set goals is to set goals so that they are attainable.

"*Responsible* means that your goals are good for both you and the planet. Another word would be ecological. Ecology is the study of the effects of your actions on the greater system. Responsible means ecological for you as an individual, for all parts of your life. It also means that you, yourself, are taking into account the effects on the people around you, your city, state, nation, world and universe.

"Whenever you write something that you want in your notebook, make sure that you put a date on it. Something that is undated just sits there in your future and you do not get any closer to it."

Finally, he said, "Make sure that you say it the way that you want it. Not the way you do not want it, but the way you want it. That's the most important."

So, Milon turned to a clean page in his notebook. He closed his eyes and in his mind he imagined walking out into the future. In his mind, he walked out into the future on his Time Line, to ten years. Milon wanted to get in touch with the big picture first. He wanted to discover what the future would really bring. On the way back from ten years he paused at each of the major milestones to write. He would stop at the year he wanted. Stop and look around. Then the process was easy. All he had to do was write. He wrote and he wrote. He wrote pages and pages of goals for ten, six, three and one years, six, three and one months. And as he wrote, he made sure that the goals he was writing were "SMART."

Milon wrote goals for Ten years.
And Six years.
And Three years.
And One year.
Six Months.
Three Months.
And One Month.

Milon remembered the Wizard:

"The next frame is to clean up the past."

This is one of the steps that many people leave out. This is one of the most important. If you have certain beliefs that are not supportive of what you've written that you want in the future, then you're probably not going to have what you want. Cleaning up the past, including your beliefs and attitudes, your decisions, will help you to align the past with what it is you're deciding that you want in the present and the future.

Milon felt invigorated as he used the process that had worked so many times before and he remembered the next frame:

"Clean up any past memories not consistent with what you want."

He began by taking an inventory of where he was now. He asked himself, what is my attitude on the following subjects: Time, Money, Success, Failure, Power. Each time he found a problem area, he asked himself, "What is the source of this problem," and he went back on his Time Line and cleaned it up, neutralized the negativity in that area. Milon knew that he could trust his unconscious mind to give him the information he needed to complete the process of cleaning up all of the obstacles in his past.

Milon knew that this would allow him to make sure that the next frame was easy:

"**Align your thoughts with your goals.**"

The Wizard had said, "Where there are negative thoughts about your goals or your progress, let there be reflection to the contrary."

The Wizard had also given him an exercise to reduce the number and severity of negative thoughts. It centered around eliminating what was incomplete in his life, so he wrote down all those things that were: "started, but not worked on"; "in progress, but not complete"; and "almost complete, but still not finished."

When he was done with the lists, Milon began to complete those things that were incomplete. Those things that he could complete inside himself he did. Other things required him talking to others or writing letters. He remembered that the Wizard said, "All those things that are incomplete rob you of the power and energy to have what you want. If you can, be complete all the time."

As he completed the sixth frame, Milon began to feel the familiar feeling of exhilaration that he knew would allow him to begin to:

"**Play everything at 100 percent.**"

He remembered the teaching, "Play at a hundred per cent." It makes life more meaningful and fun. Holding back, not playing at a hundred per cent will keep you from your goal. To the extent that you don't play at a hundred per cent, you set up blocks to playing at a hundred per cent. And those obstructions prevent your success. For each moment that you don't play at a hundred per cent, what happens? You create a lot of barriers that are not conducive to having what you want. So play at 100 percent. The universe supports those who play at 100 percent. Go all out and you'll succeed. Only then can you become the Wizard.

End of Chapter 2.

More next issue. See you then.

❐

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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, along with Wyatt Woodsmall, 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.*

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NLP IN BUSINESS

THE POWER OF CONDITIONING
By Kenrick E. Cleveland

The old man stretched as he opened his eyes and saw the first light of morning. He picked up his old wrinkled hat from atop the straw heap that he had slept in. As he stood, he brushed off the straw from his old, wrinkled, grey suit and straightened it as best he could. He spit out some straw from his mouth and headed up the hill. His body was stiff and his joints were old and sore. As he climbed the road up the hill he could feel all of his 70 years.

At the top of the hill, he stopped to catch his breath and look at the city in the valley. As he was standing there, he saw a woman coming in his direction. When she got closer, the old man asked, "Could you tell me the name of that city down there?"

The woman answered, "Anything Is Possible."

"Yes, I suppose it is," answered the old man in a faltering voice, "however, that doesn't really tell me much, does it?"

"No," answered the woman, "I mean that is the name of the city, Anything Is Possible."

The old man grunted thanks as he started down the hill towards the city. When he reached the city, to his surprise, over the archway were the words, CITY OF ANYTHING IS POSSIBLE. He passed through the archway into the city and as he did, he began to notice a certain magickal feeling in the air. A sense of expectancy seemed to steal over him. As he walked into the city, he came to the first doorway on his right and knocked feebly with the knocker on the door.

A young child opened the door and said, "Good morning, sir."

The old man muttered, "I don't suppose an old man could get a little something to eat, could he?"

The young boy said, "Sure mister, come on in." The young boy pulled out a chair for the old man by the table and bade him to sit.

The old man said, "Thank you, young man and what is your name?"

The boy said, "My name is Eice. I know that you are hungry, so wait just a moment and I'll bring you some food."

The old man watched as the boy disappeared and a few moments later re-appeared carrying a tray of food that he set out in front of the old man. As the old man took a bite of the food, he began to realize that this was no ordinary food. In fact, this was probably some of the best food he had ever eaten. After a couple more bites, he was sure of it. The old man said to the boy, "In my better years I traveled the world over and never have I tasted such good food! Who prepared this food?"

"I did," answered Eice.

"Well, I'll be," said the old man, "You can't be old enough to know how to do this. How old are you"?

"I'm 8," said Eice.

The old man looked at Eice, carefully noticing what appeared to be wrinkles around Eice's eyes. "Now, now," said the old man, "I detect you may be a bit older than 8."

"Well," said Eice, "I used to be 80 till I moved here to the city of ANYTHING IS POSSIBLE. Then I decided to just get rid of the zero on the 80 and I became 8."

"You can't do that, can you?" asked the old man.

"In the City of ANYTHING IS POSSIBLE you can," said Eice.

The old man sat forward and with a dreamy look in his eyes said, "I'd give almost anything if I could be half my age and in my prime again."

Eice said, "But you can, you can."

"I can?" replied the old man.

"Yes," said Eice, "But you have to do three things."

"What are they?" asked the old man excitedly.

"Well, first you have to *believe* it's possible and then you have to *say a magick rhyme*," said Eice.

"I believe, I really believe," affirmed the old man.

"Well, for some reason, I think you do believe," said Eice. "Next, you have to say the magick rhyme," said Eice. "It goes like this: 60 days hath September, April, March and November. All the rest have 62 days except for February and it has 56 days."

The old man looked puzzled. Eice noticed him looking puzzled and said, "Don't you see, if you double the length of the months, then you will have only lived half as long, and you will be 35 again."

"Oh yes, now I see," said the old man and began to say the rhyme just as he had been instructed.

When he was finished, he sat for a moment and then blurted out, "You said I had to do three things, what is the third?"

"The third thing," said Eice, as he took out the rolled up calendar from his pocket, "is to actually change the number of days in each month on this calendar."

A thought passed by rapidly in the old man's head. He had heard once before from a man who had what everyone called "The Midas Touch," that you can get whatever you want by first believing you can, then speaking out loud what you want (preferably to others), then taking action to get it. His thought was interrupted by Eice who handed him the calendar. The old man methodically went about changing each month in the calendar, just as the magick rhyme had suggested. As he reached the halfway point in changing the calendar, he began to notice his thoughts speeding up. He also began to sit up straighter and the old aches and pains began to disappear. When he had finished, he jumped up, thanked Eice and bolted out the door. As he headed toward the city gates, he jumped up and clicking his heels together, started humming a snappy tune from years ago.

As he walked. he felt the years melt off him. He passed under the archway to the city and strode on confidently. After he had walked a ways, a discouraging thought came sneaking up from behind him. He thought to himself, "How can an old man of 70 become 35 again? It's just impossible — it can't be done." And all of a sudden, he began to stoop over and all the pain came back and his walk slowed once again. He said, "I knew it. I knew it was too good to be true. How stupid, an old man like me thinking I could be 35 again. Why I'll bet that this whole thing was just a figment of my imagination. In fact, I'll bet that the city doesn't exist either." With that, he turned and looked over his left shoulder and sure enough, all that remained was a dusty road that cut through the valley. He turned again, and continued on his way.

But you know . . . .

TYPES OF CONDITIONING

Conditioning is a powerful force isn't it? Have you stopped recently to examine how conditioning is working in your life? Let's explore conditioning a bit further as it applies in the field of sales and persuasion.

Stimulus-Response Conditioning

There are basically two types of conditioning: stimulus-response (classical) conditioning and operant conditioning. The first type or stimulus-response conditioning you know of by the name anchoring. Anchoring is where is you simply pair a new and unique stimulus with a particular emotion as a person is experiencing the emotion so that when you provide your stimulus in the future, the person will have the same emotional response. If, for example, you anchor a person when they are experiencing a strong emotional state of excitement to buy something, then you can link that state to what you want them to feel the same way about — say your product or service.

Let's explore even deeper though. Generally speaking, we get a person to experience a particular emotional state by providing them with a verbal description of that state. An example of that might be: Have you ever been reading something that was presented in just the right way and you began saying to yourself, "I really like this. This is really true. I believe this, etc." The way this state was elicited was by presenting to you, the reader, a series of words that "hooked" you into this experience.

Consider for a moment what words really are. Let's go to the NLP presupposition that says, "Language is a secondary representation of experience." What does this mean? It means that language represents reality, it is not reality. Remember that "the map is not the territory." The story is told (I'm not sure where) about the famous German map-making company. This company prided itself in making the most detailed maps in the world. Each year they would add more and more detail to their maps and each year they would have to expand their plant. Finally, (to make a long story short) someone at the map-making company realized that if they added as much detail as was in the territory that the map was representing, the map would have to be as big as the territory.

So back to language. Since it represents reality and is not reality, what is reality? Well, reality is a conglomeration of raw sensory input — that which comes into our five senses. As such, there is no way that we can operate directly on this "reality." We operate on our model of reality. (The word model denotes the way in which we each act on the raw data that comes in.)

Now we get to the fun part. Words represent reality, but remember, they are not reality. Words are symbols to which we attach meanings. The ultimate anchors, then, already exist in the form of symbols (words) to which people have attached meanings. Thus, we use anchors all the time. The careful construction of our message when we are selling or persuading allows us to utilize this knowledge. When we think in terms of words being symbols, then we can detach ourselves from our own conditioned response to the words our prospects use and, instead, evaluate them in terms of the process that our prospects go through to think the way they do. This creates a powerful environment for us in which to do our persuading. Much more will be written about these concepts in future columns.

Operant Conditioning

Operant conditioning is a much different set of skills that, by and large, is not taught in the NLP world and yet is potentially one of the most powerful of all the sales and persuasion skills. Operant conditioning works by rewarding the behavior that you want and punishing the behavior that you don't want.

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There's a couple of additional things that make operant conditioning work well. Here's a list:

1. Reward the behavior you like.
2. Ignore or punish the behavior that you don't like.
3. Don't continually reward the same behavior. Continue to make them come to your way before continuing to reward.

Let's examine these in the sales and persuasion context. What are some behaviors that you might want to reward?

1. The prospect leans forward and listens more attentively.
2. The prospect says something positive about your product or service.
3. The prospect makes a comment that implies ownership.
4. The prospect purchases what you suggest.

Notice the progression from listening more attentively to actually buying. The key is to reward the prospect for leaning forward and listening more attentively but not to do it repeatedly. Wait until the prospect makes a bigger move towards buying what you're offering Then reward again, etc.

What are some ways to reward the person you are influencing? Fortunately, our language provides nicely for this. You might start the rewarding system with the word, "Good." You could then move up to,"Great." Then to, "Excellent," and finally to "PERFECT."

You would say these "reward words" every time your prospect says or does what you want them to say or do — making sure to stop the rewards if the prospect does not continue to move in the direction you want them to. Some other methods of reinforcement could be:

1. Say "hum" in a negative tone to indicate your disapproval or in a positive tone to indicate your approval.
2. Suck your tongue against your front teeth to make a ticking sound, such as parents do when they don't approve. This, by the way, is an incredibly strong technique. It's also a bit funny. Try it and watch your prospect's face.
3. Smile and nod your head to show approval. Frown and look disappointed to show disapproval.

This is incredibly powerful and yet quite subtle. Research has shown that on the telephone, researchers can reverse the political opinion of a person, changing them from one side to the other.

In another interesting report, a psychology professor taught his class how to use operant conditioning on their philosophy professor. Here's what the class did. Every time the philosophy professor walked towards the left side of the classroom, all the students would lean forward, pay close attention, smile and show approval for what the professor was saying. However, when the professor walked toward the right side of the classroom, the students would act disinterested, bored and would frown at the professor. About halfway through the class, the students had the professor pegged against the left wall — he would hardly stray at all from that position. The next day, they reversed the process and pegged him against the right side of the classroom. All this happened without the professor realizing that anything had taken place.

One of the real keys to this technique is to give selective positive reinforcement — only continuing the reinforcement when the prospect continues to move in the direction you want them to. This is kind of like pacing and leading isn't it? In fact, it is another way of using pacing and leading that most people don't consider. Using this technique, you will be causing the person to build a dependence on your continued reinforcement.

Finally, consider the possibilities of using stimulus-response conditioning (anchoring) to first find and secure an emotional state that you believe would be of value for you to use in your presentation. May I suggest that one of the most effective ways of doing this is by simply discovering the symbol (word) that your prospect uses for their highly valued criteria and using it as your anchor (more on this in upcoming issues). Then, use the techniques of operant conditioning by using as your reward the anchor that you have established to reinforce the behavior that you like. Are we having fun yet?

So, between now and excitedly turning to this column in the next issue of the RAPPORTER, consider carefully several things:

1. What are your attachments to symbols (words) and how can you gain control over these attachments?
2. How can you use this added control to begin to evaluate your prospects' strategy of using symbols to your advantage in persuasion?
3. How will you begin to use operant conditioning to increase your income and overall persuasiveness?

. . . . the city really does exist. I know, because I live there. If you haven't made it your permanent address yet, you can — you realize! So many people walk by the city every day seeing nothing but a dusty road that goes down the middle of a valley. What do you see?

❐

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Kenrick E. Cleveland and Claudy Cleveland *are well-recognized consultants, lecturers and trainers. Kenrick is a Certified NLP Trainer through the Society of NLP and founder of Anchoring, a sales training and consulting firm. He is the author of Mastering Sales/Influence, a home study course, as well as an upcoming book on influence. Claudy utilizes her extensive background and consulting experience in the world of fashion in her trainings that specialize in teaching persuasion techniques in the fashion and cosmetics industry. They 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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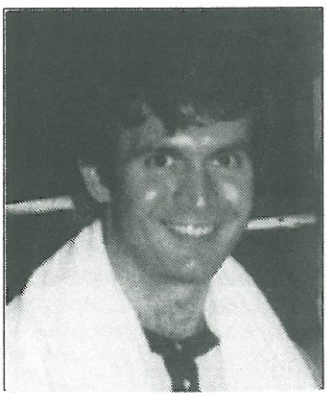
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Do not put faith in traditions, even though they have been accepted for long generations and in many countries. Do not believe a thing because many repeat it. Do not accept a thing on the authority of one or another of the Sages of old, nor on the ground that a statement is found in the books. Never believe anything because probability is in its favor. Do not believe in that which you yourselves have imagined, thinking that a God has inspired it. Believe nothing merely on the authority of your teachers or of your priests. After examination, believe that which you have tested for yourselves and found reasonable, which is in conformity with your well-being and that of others.

— The Buddha

Where do you start?
We start everywhere at once.
(Now)!!!

— Aldous Huxley

In order to reach a goal, surpass a specific plateau (in sports or in the world of art, music, acting or business), create a selected and selective response or engender a new paradigm of neuro-behavioral scenario, there is an absolute and irrevocable need for and dependency on multiple internal orchestrative responses . . . . a kaleidoscopic plethora of states, orchestrated in some order of ascendency and priority . . . . a syntax of all possible states you may wish (consciously and other-than-consciously) to occupy at any given interval of time/space and at any part along your entire personal (or multi-personal) time line!

The facilitation of this limitless selection of internal states provides a most cogent and efficacious syntax of its' own. Proper and acutely perceived internal orchestration is necessary and vital in order to bring about the most elegant styles of changes. In order: sequence, duration, kind, type and variety.

Often, when we view the world from our particular vantage point, we tend to focus only on one particular type of response. Since the problems and solutions — and their underlying causes, assumptions, beliefs and doubts — are multiple, it follows that our responses should also be multiple. At a time of needed outcome of an especially fruitful and highly skilled variety, we need all our internal states to be orchestrated congruently, harmoniously and orderly. This engenders the following thoughts on internal orchestration of available resource skills and the energies required to harness, utilize and organize them in the most sustaining overture:

1. Skillful actions will tend to include different perspectives, approaches and groups of individuals.
2. Optimal responses will include work on both symptoms *and* causes, including neurological, psychological and socio-physiologic.
3. Skillful responses will modify our own psychology and overt behavior, as well as that of others.

For example, it will be important and a most specific outcome for us both to reach a particular plateau (in sports participation), as well as addressing congruently the internal states necessary and varietal that allowed for this particular outcome to occur and "how to" duplicate its' excellence again and in other avenues of neurologic venue.

The thought manifests as the word,
The word manifests as the deed,
The deed develops into habit,
and the habit hardens into character.
So watch the thought and its way with care,
and let it spring from love
born out of concern for all beings.

Anonymous

❐

Continued in our next issue.

Anthony J. Meduri, PhD, DSc, *is a certified Athletic Trainer and Director of the Sports Training Institute, 239 East 49th Street, New York, NY 10017,*

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RAPPERS WRITE

Rapping with the RAPPORTER



OPENERS

Excellent! I have enjoyed the articles. I have missed the responses from your readers. I hope that in the near future this service will be available again. Keep up the good work. Sincerely,

Marna J. Crawford; Eugene, Oregon

Write on! Thanks, Marna (and the rest of you who've written with a similar request) for nudging us to print a sampling of your letters. We make quite an occasion of opening the mail every day — we LOVE hearing from you!!

G'DAY

Thank you for my first copy of Rapporter. The Rapporter is an excellent journal for keeping up-to-date with the latest news and developments in NLP and the related technologies. Sincerely,

Bryan Frew; Harbord, Australia

Having it air-mailed as you do sure helps to keep current! Recently we air-mailed a smallish package of our journals "down under" for a preposterous amount of postage. The postal clerk serving us said, "These magazines have to be worth a fortune!" Our reply: "We assure you they are and there's a bunch of folks in Australia who seem to agree!"

SUPERCHARGED

Keep up the good reporting. The articles are super, super, super. Again thanks,

Jane St. Sauvier; Westfield, Massachusetss

We're extremely pleased with the quality of most of the manuscripts that are submitted to us for consideration — and even more pleased and delighted with the quality of our regular columns. The consistent high quality of our regular contributers (see p 1) is all the more amazing when one considers that these terrific people a) are not paid for their submissions, b) buy their own subscriptions at the full rate, c) don't get discounted advertising rates and d) are extremely busy and productive NLPers with their own businesses, families, seminars and workshops to attend and lead. Your letter, Jane, is representative of the hundreds of letters and phone calls we've received from subscribers applauding the quality and quantity of usable information contained in each issue.

WHO/WHAT

I have been pleased with NANLP's progress toward competency-based certification. In the Rapporter I have seen the terms Master Trainer and Master Modeler. What are the criteria for these levels of certification and who/what organization is authorized to award them? Very warmly,

Terry Jamison; Castle Rock, Colorado

Master Trainer and Master Modeler certificates are awarded by The Society for Neuro-Linguistic Programming and signed by Richard Bandler. To date, four Master Trainer certificates have been awarded — the first to Wyatt Woodsmall (on October 4, 1986), then Tad James, Eric Robbie and Robert Klause. One Master Modeler certificate has been awarded — to Wyatt Woodsmall — for "demonstrating added mastery of NLP modeling through the development of new methods which have advanced the state of the art in NLP."

COMMUNICATION RESPONSE

I've been involved with NLP since 1981. I've trained through Master Practitioner. I've read every book on the subject, every newsletter and every article I could find. I consider the Rapporter a very powerful piece of work and at the top of my list along with Time Line Therapy and Unlimited Power. I'll be with you a long time. Thanks. Peace,

Dr. John and Lynn LaTourrette,
Sports Psychology Institute; Medford, Oregon

Wow! Thank you! As a Time Line fan, see Wyatt's latest developments such as "Changing the Location of Now," and "Stepping Out of Time" on p 22. Taking a right or left turn off your time line is a mind boggler.

INSIGHTS

I think "Rapporter" is a great magazine! It's helped give me new insights about myself and others. Thank you very much. Sincerely,

Patrick Fletcher; New Hyde Park, New York

We see! You're a great subscriber who has a hand in making it all possible!

NEW DIRECTIONS

I've been wanting to write this for ages. First, I want to say I have enjoyed the changes and new directions the Rapporter has been taking. I really admire your determination and creative openess to doing the "best you can do." It's not too strong to say that watching you this last year has been an inspiration for me.

Dee Woodsmall; Yorba Linda, California

We're with you. We've learned how to take a breath now and again while blazing the trail while paving the freeway! It's fun — it's easy — we all benefit from it and we all keep getting Better and Better!

AVID READER

I love your magazine and look forward to it each issue. I've learned a lot about the leading edge of NLP and about the key players. Keep up the good work.

Frank W. Gruber, MD; Chesapeake, Virginia

There's a great, beautiful synergy at work here — the combination of great writers who aren't afraid to share

their knowledge, energy, time and creativity, who are willing to "risk it" by unselfishly sharing with all of us their latest and greatest discoveries from the edge; our subscribers, many, many of whom have been with us since issue #1; our advertisers, who let us know where and what is available; and us! Winners all!

PATH FINDER

I heard about your magazine through a workshop that I took from Eric Jensen. He gave me one of his copies and I thoroughly enjoyed reading it. You have much to offer, and I hope to partake of it and follow the many paths to success. Sincerely,

Kenneth C. Madden, Jr.
Principal, Medill School
Newark, Delaware

Eric Jensen is one of several subscribers who have two concurrent subscriptions — one copy of each issue to keep and one to lend. Ken, if you're using NLP within the school system, let us know if you'd like to be considered for our "Players in the Field" feature.

BON AMI

I want to thank you, Pam, for telling Jay Erdmann in Germany that Wyatt Woodsmall was coming to Paris. Jay was able to come and that was fun! You've contributed in bringing the European NLP community closer together. Sincerely yours,

Jane Turner; Paris, France

You're welcome, Jane — all part of our efforts to help build the bridge of global rapport. We've given permission to translate into French and publish any article from the RAPPORTER (with copyright permission from the author(s) as applicable) to two groups of French-speaking European NLPers, so far, and are newly networking with groups of NLPers in Australia, South Africa and West Germany, in addition to Canada and the United Kingdom.

BODY SHOP & BRAIN TUNE-UP

I would like to take this opportunity to thank you for publishing the RAPPORTER. It is both informative and enlightening.

I personally have received great benefit from the "Winning and Losing" series by James A. Takacs. After reading the article on Resourcing, I was able to make an important decision and move on with my life instead of remaining a victim. I have shared many of the affirmations from the series with my patients much to their benefit as well as mine. Best wishes for continued success. Sincerely yours,

Anita D.S. Sant'Angelo, DC, PhD,
Sant'Angelo Chiropractic Center;
West Los Angeles, California

A great testimonial for doing what works. Jim shares a wonderful linguistic gift by de-jargonizing NLP and making growth exercises EASY and FUN. We love your wholistic approach to healing — taking the kinks out of body and mind. Thanks for sharing with us.

EVERY DAY, IN EVERY WAY

PLEASED

Just received my first copy of Rapporter and am quite pleased with the information. I am looking forward to learning how to apply to my career in real estate and in new home construction. Thanks!

Elizabeth

Elizabeth, your letter got separated from its envelope, so we only had your signature to go by. For inspiration, you might want to read the "Players in the Field" features we've printed — particularly James Irving's use of NLP in real estate financing (issue #5). "Players in the Field" features NLPers who are using their NLP skills in other-than therapeutic and/or training situations, e.g. physicians, secretaries, homemakers, etc. Like Ken, we invite you to contact us if you'd like to share with your fellow readers how using NLP in your career has made a difference for you.

EQUIVALENCY TESTER

I have enjoyed the information that you provide. It is often the equivalent to attending a seminar. Thank you and keep up the good work.

Richard Giesige; Ypsilanti, Michigan

BETTER 'N BETTER DOUBLE HEADER

Going over a series of Rapporters is better than taking the pracitioner course a second time, which I did.

C.M. Graves, Brockton, Massachusetts

For your information, Richard and C.M. (and everyone else who uses the RAPPORTER as a resource), our magazine is set up so it can be 3-hole punched and inserted into a binder. We suggest you remove the centerfold Index (specially printed on extra-heavy stock) from issue #20 and use it as a guide to easily locate articles and subjects.

ANOTHER COUNTRY HEARD FROM

As your ONLY Uruguay subscriber I find your (our) magazine excellent. Keep up your very good NLP diffusion/instruction work! We appreciate it! Sincerely,

Joaquin Andrade, MD; Montevideo, Uruguay

L.A. METROPLEX FRINGE

It is a great work you and your partner have been doing as I thoroughly enjoyed and valued the one one previous copy of your magazine I had my hands on. Thanks,

Steve Edwards; Simi Valley, California

SOUTHERN EXPOSURE

It is a pleasure to promptly renew my subscription as I find Rapporter always both stimulating and instructive. May your success continue. If I can be of any help at any time please contact me.

Ian Gillespie; Constantia, South Africa

The RAPPORTER continually wants to know what, specifically, you believe it can do to become even better. You can tell us now by answering the Readers' Survey on p 28. Thank you. Peace, Tom and Pam

BETTER AND BETTER

SPECIAL FEATURE

MEETING THE CHALLENGE — Part II
The Re-Unification Model: De-Victimizing the Survivor of Childhood Sexual Assault

By Marilyn J. Blank

As previously stated in Part I, published in the April issue of the RAPPORTER, the NLP community has for years under-addressed the pervasiveness of childhood sexual assault and has subsequently failed to create and develop effective models for detection and treatment of this trauma. My part in the evolutionary process of development is to assist all of us to move forward at a more rapid rate and to further the development of the use of the NLP technology so that it and we can more effectively meet our clients' needs.

In this article I will begin to introduce readers to several of the basic structural components of the Re-Unification Model, a model which contains four primary stages and over a dozen interventions. Each intervention is designed to maintain the ecology of the client. For our purposes, childhood sexual assault occurs during the span of years between infancy and middle adolescence.

It is important to know that I perceive every person who comes to work with me as a possible survivor of sexual assault. The formulation of such a perception permits me to be on the alert for any clue that sexual assault is a part of or may be a part of a client's history. Some clients will tell me during our initial work together about their childhood sexual trauma. Others will make vague references and suggestions to discomfort associated with childhood experiences. Still others have no conscious knowing that they are survivors of sexual assault. The Re-Unification Model is useful for all three of the above possibilities.

In the event that a client does not know or is not certain that s/he is a survivor of childhood sexual assault, I begin to actively explore the client's core beliefs about themself and the world. I have delineated core beliefs, including those related to self-concept, which are highly suggestive that someone has been molested in their early years. Knowing which questions to ask a client at this stage of using the Re-Unification Model is essential. A female client, for example, may believe that it is devastating to a man's self-concept to refuse him sexually. She may represent this core belief about herself and men with a picture in which an older family member or family friend may be looking either rejected, hurt or angry. When questioned further, the client may reveal an additional subset of beliefs. Such a belief might be, "It is important for a woman to please a man sexually in such a way that his needs should always take precedence over hers." Knowing how to take a client back through time in order to obtain the origin of such beliefs will often lead to a) uncovering these earlier traumatic episodes or b) beginning to identify the possibility of childhood sexual abuse.

Once such core beliefs about the world have been discovered and elicited, the client may begin to experience a number of internal states which they describe as mildly uncomfortable to very uncomfortable. At this strategic point it is extremely important to access and/or build in a number of resources which the client has to draw from and use during the process of moving through the Re-Unification Model. The client needs to be able to create safety and security for themself at all times during the process, as well as maintain a feeling of control. All survivors of sexual assault have had elements of control removed from their experience. It is, therefore, very important that the practitioner remember to ensure that the client is always feeling in control and to stop and assist the client in regaining control should they begin to feel out of control. The more careful the practitioner is in assisting the client to create safety, security and feeling in control, the better able the client will be in doing the same for their younger self later in the process of re-unification.

For some clients the elicitation of their Imperative Self can serve as an empowering tool. The elicitation of their core personality structure serves to heighten their understanding and appreciation of themselves and their struggles and successes in life. This deeper understanding becomes a resource not only for the adult survivor, but also for the child within them that suffered the trauma.

The next essential step involves making certain that an important belief exists for the client: "I am a survivor." If it already exists, the practitioner/therapist can have the client review their personal history for evidence of behaviors which demonstrate that the person is a survivor — but only for now in contexts other than the sexual assault. If the belief does not already exist, the therapist can take the client (from a dissociated perspective) back to various events (other than the sexual assault) which the client identifies as having been in some way difficult for the client. The therapist can then help the client identify all the behaviors of the client which assisted the client in "surviving" each of those events. There are always strategies for survival evident in each situation, not matter how small or insignificant the client perceives them to be at first.

"I am a survivor" is so important for a number of reasons. Survivors possess resources, survivors can make it through hard times, survivors are capable of reaching out to others and reaching inside to resources within. As a survivor, the client begins to learn to past-reference in search of resources, including resources they demonstrated as a child — the same child who made it through the horror of sexual assault.

The client is now ready to continue the journey of deepening the connection between themself and the younger self. The following steps are essential:

1. Assist the client to go back over their time line in order to locate the younger self before the sexual trauma.
2. The adult survivor will find it useful to identify and appreciate specific qualities present in that younger self before the trauma — qualities that *may* also be present in the adult.
3. It is important not to address the sexual molest/assault incidences initially. The representation of the younger self could become more remote, i.e. the picture gets fainter, the voice gets quieter, the feelings grow less intense.
4. The next steps are designed to help both the adult survivor and the younger self become more trusting of each other. It is important that the therapist remember that feelings of shame, humiliation, confusion and often protection of the offender, have kept them apart for years. It is the younger self — the child — that has access to the secrets and the earlier events which traumatized this person. The younger self has, for many years (in many instances), been carefully keeping these secrets from the adult survivor as a way of preserving the ecology of the client. At this stage of the work, I am forever awed by the decisions the younger self made to protect the survival of the self-adult.
5. The steps to creating mutual trust involve creating specific tasks for the adult survivor to begin doing with the younger self — the younger self who existed before the sexual trauma. I begin with an easy task, because of the history of the lack of connection between the adult and the younger self. I place responsibility for connecting to the younger self with the adult client. I might suggest that the adult client visit and observe the younger self as the child pursues a favorite childhood activity, such as collecting lightning bugs, digging for worms or playing baseball. Adult clients have found their younger selves in a variety of wonderful places involved in a variety of wonderful pursuits. I have clients who visit their younger selves engaged in those favorite activities at least two

to four times between our sessions. When they return, I have them take time identifying the positive qualities which the younger self has demonstrated in each of the activities. I then have the adult client introduce themself to the younger self and explain that the adult client has come back to re-establish a connection that was lost over the years — in language which the child can understand. I have the adult spend time appreciating the younger self for the qualities, skills and abilities the younger self demonstrated when the adult self was visiting the younger self. As the adult self strengthens the connection with the younger self, I guide the adult self in providing (or learning to provide) the younger self with love, caring, understanding, appreciation and devotion. These are often experiences that the younger self has been yearning for — even before the sexual assault.

It is our job as professionals to guide our clients through these initial phases of the journey — slowly, patiently and prudently. Much is at stake for both the adult survivor and the younger survivor — the child within who bravely and diligently survived the "forces of evil." I do believe that childhood sexual assault is an evil, one of the many evils which walks and lives among us.

For clients who have a more difficult time accessing their younger selves, I ask them to select several photographs of their younger selves. If possible, for example, I might ask a client to select a photo of the younger self before the molestation, of one taken somewhere around the time of the molestation, as well as one of the younger self taken sometime after the trauma. A client molested at 8 years of age would be asked to bring pictures of themself at ages 6, 8 and 10, if possible. It is always preferable to have them choose pictures of which they are fond. Every step of this model is designed to strengthen the connection between the adult survivor and the younger self. Often the younger self has felt abandoned or punished because of the trauma associated with incest or molest.

I have always found it possible to reunify the adult survivor and the younger victimized self. The end result is often magical for them both. This article has addressed and described steps from Stage I of the Re-Unification Model. Stage II contains the interventions necessary to fully address the specifics of the actual molest/sexual assault. Stage III addresses the elicitation of the specific strategies utilized by the younger self to survive the actual sexual assault. Stage IV involves installing other core beliefs, including those relating to the parent(s) not involved in the molest, strengthening some other aspects of self-concept, as well as a revised Imperative Self. All of these aspects of Stage IV allow for resolution and re-unification of the adult and younger self.

In addition to this Re-Unification Model being available in workshop form, I will continue to freely offer readers many opportunities to learn components of the Model. There are far too many of you walking through the world each day carrying this hidden secret within. Often you are a parent, teacher, therapist, doctor, lawyer, businessperson or professor. We as a society now know that the list is endless. I know that you come to NLP Pracitioner trainings seeking a variety of help and resources and often lack the ability to identify and address a painful and sometimes hidden past. After working with hundreds of survivors of childhood sexual assault, I now have a model designed and prepared to assist those among us who are certain they are survivors of sexual assalt, those who suspect that they are and those who have forgotten. All three groups need to be re-unified with thier younger selves. The need is great. The treasures of resolution await all of us.

❐

Marilyn J. Blank, LCSW is Co-Director of the NLP Institute of San Diego and developer of the Re-Unification Model. The Model is the result of years of research with survivors of sexual assault. The Model utilizes NLP, Imperative Self Analysis and the Enneagram to achieve its consistent effective results. For further information, contact the NLP Institute of San Diego, 2264 Fifth Avenue, San Diego, CA 92101, phone 619-696-7666.

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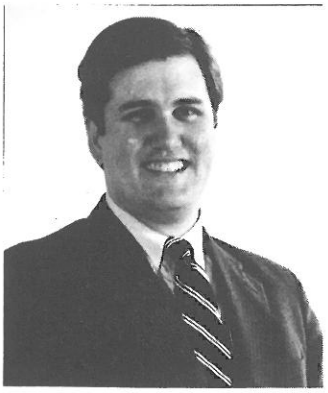
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NLP IN SALES



W. SCOTT PHILLIPS
Partner
The Harbinger Group

THE CARROTS AND STICKS OF SELLING

Are you considering a career in sales? If so, then you should understand exactly what to expect from the job. There's a lot more to being a salesperson than actually making sales calls and closing deals. You'll also have to deal with what I call the "carrots and sticks" of selling.

Selling can be a rough business for anyone that is not prepared to handle the treatment you will receive from that toughest of creatures — the sales manager! To better understand what I mean, let's examine a typical sales manager.

Generally, they are hired to make sure you keep bringing in the business. They usually have that single purpose in mind and are often given a free hand in how they do their job. That can be very frightening to a new salesperson with little or no experience.

A sales manager has the power to teach and cultivate an aspiring superstar or they can embarrass and humiliate you into quitting. They can assign you profitable, easy accounts or make your life a living hell by asking you to cultivate a crop in a selling desert.

They have usually been brought up through the ranks and expect you to earn your stripes, but often their decisions appear to be purely arbitrary. They can be your best friend or your worst nightmare.

So how do you survive within this framework of chaotic behavior?

The answer is to remain flexible in your behavior and give the sales manager what they want. Let me explain.

In most organizations, at the beginning of every month the sales force is called together for a meeting. Usually the sales manager discusses monthly forecasts and asks about the status of pending deals that have not yet closed. He then emphasizes the importance of reaching the forecast numbers because it is the beginning (or ending) of a new year or the quarter is coming to a close or whatever. It's the same speech you got last month, but the sales manger is intense and rather intimidating when pressing the importance of the situation. My experience has been that the sales manger gives this speech as though his own job is on the line each and every month.

After the normal "win one for the Gipper" presentation, one of two things happens — (1) the sales manager proudly announces a new program designed to help you do your job better by giving you some extra motivation. This bonus program is usually a contest with exotic prizes like vacations, appliances and cash. Or, (2) the manager will inform you that unless you start making sales your job is on the line and no one is exempt from the axe. The first is the "carrot" method of motivation; the second the "stick."

From an NLP point of view, the method your manager chooses to use will give you tremendous insight into the way he thinks. If you notice that he hangs the carrot out in front of you frequently, then most likely that sales manager is a Goal Achiever. He thinks in terms of goals and achieving things. You should, in your conversations with him, emphasize how you are making progress in your accounts. Ask him for advice on setting individual goals and try to get his assistance in attaining them. Usually, when a Goal Achiever sets a goal he will do what it takes to reach it. By involving him in your goals and getting his commitment for help you will be creating goals for him. His own drive to meet these goals will help you to succeed in the office.

If your manager uses the stick frequently, then you need to use a different tactic when dealing with him. In this case, he is attempting to motivate you by creating a problem large enough to scare you into action. It means your manager is probably motivated by solving problems — they are a Problem Reliever. In your conversations with your manager, ask for advice in prioritizing the problems to be solved. When talking about accounts, describe how the actions you took avoided problems. Be careful in trying to get too much time commitment from this type of a manager — if you are successful, you may become a problem yourself. When there is something that you want or need, package your presentation to your manager so that you will not only solve your problems but some of his as well.

It's always easiest to deal with a manager who shares your motivational strategy. You will both think about getting the job done in the same way. That goes a long way in establishing positive relationships in the office. So, if you are considering a move into sales, make sure you recognize what you'll be getting — a carrot or a stick. ❐

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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. He can be reached at P.O. Box 493, Coppell, TX 75019, 214-506-9682.*

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BASIC NLP



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MASTER SECRETS TO IMPROVE COMMUNICATION

PHASE ONE: BASIC RAPPORT

Matching In watching the super-successful negotiators, mediators and powerful communicators, you will see something special about their body posture. One of their little-known secrets to open communication is the matching of body language. And good communication is the true secret to success in life.

Rapport: Being in agreement or alignment with another. In other words, meeting a person on their personal level (using words, matching body language — verbal and non-verbal).

Communication and change done in Neuro Linguistic Programming is accomplished through the main ingredient — rapport — either on a conscious or inner conscious level. There are many styles of building rapport, and just as many styles in which it can be maintained. We will now explore these processes to establish a commonalty of well being.

Problem: You threaten their model of the world

Solution: Become non-threatening; cause the listener to relax

Technique: Physical matching

As an effective communicator, you will stand or sit in the same position as the person with whom you are talking. Take a mental snapshot of your subject, client or friend. If that person is sitting with their legs crossed and arms folded, then you will sit in that same position. As the listener changes position, you slowly change your position.

Many psychologists, therapists and counselors have found matching to be a valuable tool in getting a patient to open up. You may already be matching to some degree — just do more!

Notice your body posture when talking to others. You will find that you are already, in many cases, naturally matching. By adding more matching details to your already practiced skills you can vastly improve your communication and persuasion power.

In most cases, the person will not notice that you are mimicking their stance; that is, at least not at the outer conscious level. However, at the inner conscious level, they will see a mirror image of themselves. They are comfortable with themselves, and since you look like them (in your body position at least), you are non-threatening: they become comfortable with you. At this point they start to relax, the barriers come down, and communication begins to flow. Use this technique and you will be amazed with the results.

A basic pre-supposition is:
People Like People Who Are Like Them.

Matching: Feeding back what you see as the external state of another person.

Mirroring: Feeding back in mirror image (opposite) what you see as the external state of another person. (Also sometimes used interchangeably with "matching").

You can learn to take "physical matching" to the degree of a master communicator, by studying and matching through practice, drill, and rehearsing (PDR).

One of the best times to practice is when your financial or personal base is not on the line. For instance, match your waitress or waiter .... gain rapport .... and look for feedback. Did you get better service, more attention? If you normally get good service, practice mismatching — doing the total opposite of the individual — and see what feedback you get then! (You may have just discovered a new weight loss secret.) It will surely make a believer out of anyone who doesn't believe that good rapport leads to positive outcomes. Some other times for practice are at parties or social functions, in the park, even while watching TV with a loved one. Have fun with it!

Snapshot or Static Matching (Body Posture)

One aspect of physical matching might be called static or snapshot matching, for you can take a mental snapshot of your subject and then model your physical stance to that of the subject.

1. Notice the position of their body, next match this position as closely as possible.
2. Match or mirror the position of the arms, hands, legs, or feet.
3. Notice and match the position of the head — is the head down or erect in relation to the shoulders? Does the head tilt to the right or left?

Matching in Motion or Dynamic Matching (Gestures)

Another aspect of physical matching can be more dynamic e.g. matching in motion. When matching snapshot body postures you will become dynamic and gesture as they gesture. When dynamic matching you will sometimes choose to delay movements a few seconds so as not to be too obvious.

Notice dynamic movements of the hands, head, arms, legs and body movements such as shrugs and match, mirror or CROSS match the hands, arms, head and body gestures.

Cross Over Matching: The use of one aspect of your behavior to match a different aspect of the other person's behavior. Examples: adjust your voice to match the rhythm of the other person's breathing; pace their eye blinks with your finger movements; pace their voice tempo with the nodding of your head. You may choose to match their hand movement with your foot movement. As their hands move from right to left, you can duplicate the same type of movement (the same rhythm) by moving your foot up and down.

RAPPORT:

BUILDING BLOCKS OF TRUST

Rhythm Control

The world is controlled by rhythms. From the circadian rhythm of our biological clock to the 10-cycle rhythm of the Van Allen belt, we are constantly bombarded with rhythms. Either you are in some control of the rhythms or you are being controlled by natural rhythms. Our natural life cycles are effected by the rhythms around us. As an example: studies have shown that a group of women living together (at a college dormitory or several women in the same household or office) will fall into the same menstrual cycle rhythm, their monthly periods will start and stop at the same time. Loved ones will enjoy the same type (rhythm) of music. People like people who are on the same rhythm or wavelength as they are. When you match, you get into that person's rhythm.

Matching head movements can be very effective: as they nod yes, you agree by nodding your head yes. You may choose to nod, yes, to show you are following the conversation and do understand.

This might be a good place to say that although you may be in basic disagreement with the subject's statements, at this point you are trying to understand the subject's rep system or pattern; their viewpoint. To change an opinion you must first know the subject's core beliefs. Listen to what they are saying. Always keep in mind that from their space or operating system, they are right. You will establish rapport if they think you understand their problem. Become a positive outcome communicator.

Breathing

Breathing is easy to model. Fast or slow; upper, middle or lower chest. Remember, you do not have to match all these points. If you just do the ones that come easily, you will open the door to rapport. Learn the easy and then move on to the more detailed or finer patterns — the more the merrier.

Voice

When matching a person's voice, you'll want to pay attention to the *tempo*. Is it fast or slow? Is the *tonality* high or low; is the *timbre* (vibrato) deep or high; is the *volume* loud, medium or soft.

Expressions and Mannerisms

When matching facial expressions and mannerisms, it's helpful to notice the following: smile (mouth opened or closed; corners of mouth turned up or down), furrowed forehead, puckered lips, wrinkled nose, raised eyebrows, eyes tightened (squinted), jaw tightened (set), jaw muscle movement or change, eye blinking speed.

❐

Continues in our next issue with "Building Rapport: Matching, Pacing and Leading."

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BOOK REVIEW



NANCY BEPLAT
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Not Pulling Strings
By Joseph O'Connor

Joseph O'Connor is a British musician, performer and teacher of the classical guitar. His book, *Not Pulling Strings*, was published by Lambent Books, London, in 1987 and has recently been released in the USA by Metamorphous Press.

At first glance, this book may appear to be primarily for musicians and, in particular, string musicians. I think it has a much broader application. Occasionally the author does refer to general musical terms in his examples; however, the reader who has no formal music background will still find that the material is understandable. Although the author addresses the application of NLP to music learning and performance, the heart of the book is about creating a student-teacher relationship which is respectful of the individual and establishes a rich context for learning.

Teaching and writing about musical performance and about NLP strategies are similar. Each subject is quite complex and is chunked into small components for ease of learning. It is often left up to the performer/practitioner to determine how best to sequence and integrate these parts appropriately. One of the ways the novice learns to make this integration is by modeling those who perform with excellence. Many books on NLP application (and music performance techniques) focus on presenting the parts of the model in a very clear, understandable manner. It may be less obvious to the reader how to "mix and match" the components. This book focuses on applying integrated NLP components. It is one of the finer examples of parts melding that I've had the opportunity to read. It is enlightening for me to be privy to O'Connor's elegant synthesis of NLP and musical components.

The author's educational philosophy matches the models he uses for teaching. The book is full of philosophical gems such as:

> I like the metaphor of the teacher as a magician. He has arcane skills and knowledge and can do musical miracles in the student's eyes. The student will want to be the sorcerer's apprentice, it is as if he gives his talents and potential to the teacher for safe keeping and development. The teacher's work is to demystify himself and give back with interest what the student has loaned him. (pp. 4-5)

> Unasked for help has been likened to theft. It is taking away another person's opportunity to learn something through his own efforts, and by exercising his own power. (p. 156)

I like his use of F.E.A.R. as an acronym which stands for False Expectations About Reality.

O'Connor has done his research well and includes an excellent bibliography. He positions NLP strategies in the larger context of related studies. He cites the sports studies on the value of mental rehearsal and performance. He explains that neurological studies reinforce this mental rehearsal by showing similar patterns of action along neural pathways — whether the activity is fully imagined or actually takes place. He makes extensive adaptations and references to the "Alexander Technique" from the field of somatics.

As a musician and NLP trainer, I take special pleasure in finding slightly unfamiliar terms or spellings for what has become familiar territory for me. What I take for granted, e.g. quarter, eighth and sixteenth notes, become crotchet, quaver and semi-quaver and I pause for a moment and rethink what this means. My favorite alternative spelling discovery in the book is kinaesthetic. Aesthetic (the sense of beauty and good taste) and kine (the root word for movement) become "beautiful movement!" I never thought about kinesthetic in quite that way before.

The book is divided into 10 chapters, each of which has specific subheadings. One can read from cover to cover or go quickly to specific references, such as rapport, practice, mental rehearsal, over-teaching, etc.

Besides recommending this book to my music colleagues, I suggest that students who have studied NLP will find the presentation of the material a helpful synthesis and review of NLP strategies and skills.

❐

Nancy L. Beplat *is a certified trainer of NLP. She is a partner of Key Concepts, a musician, visual artist, and teacher. She is a PhD student in The Fielding Institute's Human and Organization Development program. She can be reached at 40645 Little Fall Creek Road, Fall Creek, OR 97438 or by phone at 503-746-8409.*

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Phobia Cure Using Time Line Establish a resource anchor. Acknowledge the part responsible for maintaining the phobia. Explain the nature of phobias as one trial learning and praise the person's ability to learn. Using the time line, have them go back to the point just above the memory. Have the person set up a movie screen just above the time line. Have them watch the movie from the projection booth (or, if necessary, have the person watch themself in the projection booth watching a movie of the experience). Have them watch the movie forward in black and white to the end. Freeze the frame at the end and dissolve it into white or black. Next, have the picture come back up in color and run it backwards associated in color to the beginning. Repeat the movie backwards and forwards until the person does not get the associated negative kinesthetic.

Finally, do a swish pattern using an associated picture of how the person used to act as the old picture, and a disassociated picture of how he wants to act in the future as the new picture. Test the ecology and future pace. Bring the person back to the now on his time line and reintegrate him. Once the phobia is removed, it may be necessary to install a new strategy to deal appropriately with the situations that previously caused the phobia. Since the person has always responded in a phobic fashion he will lack an appropriate strategy for dealing with these situations.

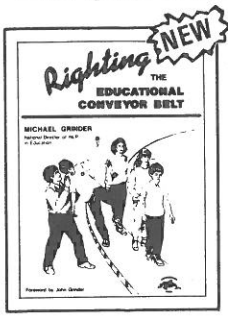
Change Personal History

The time line provides a rapid and effective way to do change personal history on a person. First have the person get in touch with the unwanted response pattern that is getting in their way (and anchor it if necessary). Next, have the person go back on their time line to find the earliest, unwanted experience in the chain that s/he can find. Use the search anchor if necessary. Also, it may facilitate the process to have the person go back and recall major events on the chain starting with the most recent and working backwards.

Once the person identifies a particular event or a series of events, several alternatives are possible. If the memories are traumatic, then use the phobia pattern on them or else just remove the attached emotion or memory (after separating out any associated learning). If the memories are non-traumatic, then have the person imagine what resources s/he would have needed to have to have had the situation work out appropriately. If necessary, have them travel on their time line to find the resource experiences. Once the necessary resources have been identified and accessed, then have the person re-experience the situation with the added resources. Have them rerun the experience the appropriate way, and then have them install this new memory on the time line. Test to see if the change will generalize by future pacing. Finally, reintegrate the person and bring them back to now on their time line.

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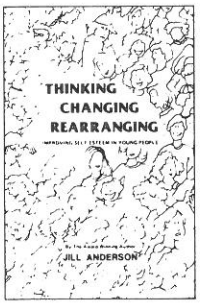
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Megalomania Pattern

This is a unique form of change personal history designed to create complete congruence. The pattern works as follows. Have the person identify all those events in their life where they did not totally succeed. Have them drop all of these events off of their time line, systematically replacing each one with an event where they succeeded spectacularly. The process is complete when the person can no longer access any feelings of ever having failed at anything. The result is a feeling of total congruence and total confidence. The downside to this process is that the person can no longer tell the difference between what actually happened in their past and their reconstruction of the past. This is, in fact, what makes this pattern work. I do not recommend this pattern, but mention it because it is taught by a prominent NLP trainer, and one should be aware of it.

Karma Cleaning

Karma cleaning is a form of change personal history where the person simply observes the events in their past that have created karma. Karma is manifested in the mechanical patterns of the present. Have the person get in touch with the repetitive feeling or behavior that s/he desires to change. Have the person float up above their time line. Tell the person to go back to the event that first created the karma. Simply ask them to observe the event as if s/he were looking through the eye of a camera. Tell them to just observe without criticizing, excusing or justifying their behavior. Once s/he has observed the past event, have them observe other events in the chain if necessary, until the pattern is broken.

Reincarnation Karma Cleaning

Have the person get in touch with the recurring behavior or emotion that s/he experiences as a problem. Ask them to float above their time line and to go back to the event that first created the karma. Ask them if the event happened in this lifetime, during birth or in a previous lifetime. Wherever the event happened, have them observe the event as if s/he were watching through the eye of a camera. Have them observe without explaining, justifying or excusing. Once s/he has watched the event, explain to them that it happened in the past and that it is time to let go of it. Tell them that the event is past and that its affect on them is also past. Bring them back to the now and future pace them.

Genealogical Karma Cleaning

Explain to the person that events in the now are sometimes shaped by what happened to one of their ancestors. Have them go back on their time line until their birth. Have the person notice at this point that their time line is crossed by the time lines of their parents. Have them go back along the parents' time lines and along their parents' time lines until s/he finds the precipitating event. Have them witness the event. Then explain to them that events which happened to their ancestors, once understood, need no longer affect them.

Re-Imprinting

Robert Dilt's re-imprinting process may also be done using the time line. This is called for when an event involves a person and one or more of their ancestors. Have the person witness the event from their perspective and then from the perspective of their ancestor(s). Determine what resources both the person and their ancestor(s) would have needed to handle the event more appropriately. Travel on the time lines to access those resources. Make the resources available in the context in question. Re-experience the event from both perspectives with these new resources. When the re-experience is satisfactory to all come back to the now. Future pace to make sure that the experience generalizes.

Changing the Location of "Now"

One of the most profound time line changes has to do with the location of "now." Most people experience "now" in one of two locations depending on whether they live their lives associated or dissociated. Most people either experience "now" as being inside of them or as being within arm's length in front of them. People who experience "now" inside of them are associated in the present, and people who experience "now" in front of them are dissociated in the present. People often dissociate from the "now" by physically backing up slightly.

When "now" is inside of a person, they are immersed in life and directly experience things as they happen. Many people are more comfortable going through life with "now" just in front of them. By keeping "now" at arm's length they are better able to observe it and deal with it.

To change the location of "now" for a person use the following instructions. If "now" is inside of them, then have them leave "now" where it is as they slowly physically take a step backwards so that "now" is located in front of them. To intensify the effect have the person step back four or five steps so that now is way in front of them. People usually report that this removes the pressure of the present; that they feel very lackadaisical.

If "now" is located in front of the person, then have them keep "now" where it is and physically step forward into it so that it is inside of them or around them. Have the person practice moving back and forth in and out of the "now" until they can easily make the transition.

Changing the location of the "now" will usually seem disorienting at first to the person. Have them practice remaining in this state for extended periods and exploring what this alternative state to their usual state is useful for. For most people it is a radically altered state, and different people report different effects.

Some people report that changing the location of "now" is a way of stopping their internal dialogue. To enhance this process, have the person leave their internal dialogue where it is when they step either forward or backward.

Stepping Out of Time

Probably the greatest single time line change is to have the person step "out of time." To do this, have the person step forward so that "now" is now behind them. To intensify the effect, have them move five or six steps forward. When this happens, most people report that they feel as if they had stepped out of time. They often experience euphoria and the feeling that time has no meaning for them. This is an incredibly powerful state. It is an excellent state in which to meditate. One should be very cautious about entering this state at first, as it can be very disorienting for some people. Have the person practice moving in and out of it until they do so comfortably. Then have them practice staying in the state for longer periods of time (or timelessness).

Some people report that when they step forward from the now they feel like they are moving forward into the future. For these people, it may be necessary to locate their time line and then turn and move in such a way as to put their entire time line behind them. They may have to play with it until they get the correct effect.

Changing the Direction of the Time Line

There is a high correlation between the meta program categories of "in time" and "through time" and the Myers-Briggs categories of Perceiver and Judger. Both Perceivers and in-time people have no sense of the passage of time. Time for them is an all-at-once event happening now. They are caught up in the moment. They are just where they are. They want to live their life spontaneously as the spirit moves them. They also do not like to make decisions. They like to keep their options open and if forced to decide, they will often change their mind. They are indecisive. They are also poor planners. They can see a lot of possible options but have trouble choosing between them. They access their options sequentially which makes it difficult to choose between them. They also have trouble keeping commitments, because they lose track of time and are caught up in wherever they are at the moment. They are often viewed by Judgers as wishy-washy and irresponsible. These people do not adjust easily to fixed jobs with fixed schedules.

In-time people are easily associated. They are easy to anchor and can usually go back to a specific past memory and associate to it. To get them into the past, have them rewind the movie of their life.

Most drug users are in this category. Drug users fall into two categories and take drugs for two different reasons. The Sensing Perceivers (SP's) take drugs to feel good. They are the hedonists. The Intuitive Perceivers (NP's) take drugs to avoid feeling bad. They are the anxious avoiders. Both of these groups live in the now and take drugs either for immediate pleasure or to avoid immediate anxiety or pain. They also have no through time sense or awareness of consequences which further adds to the problem. Many society dropouts also fit into this category. A lot of people are homeless or unemployed because they can't escape from the now. They can't plan and can't follow schedules and, consequentially, can't hold a steady job.

Both Judgers and through-time people have a sense of the passage of time. They are aware of duration and experience time as continuous and uninterrupted. Their memories are in front of them and temporally sequenced. They want to live their life according to a plan. They want closure. They can make decisions easily and seldom change their minds unless they are presented with new information. They are good planners and are responsible. They access their options simultaneously. This allows them to compare things easily and to decide rapidly. They like order and expect others to keep their commitments. These people are able to follow schedules and hold regular jobs. The economy is built on them. They seldom take drugs, because they see beyond the now and are concerned with the consequences of their actions.

Through-time people are frequently dissociated. They have difficulty in accessing past resources. They are frequently distracted by environmental chaos. They may store their memories as gestalts and have difficulty accessing specific memories. To get them to go back to a specific memory, have them turn the pages backwards like a book.

By changing the direction of a person's time line it is frequently possible to switch them from in time to through time and from through time to in time. This changes them, respectively, from Perceivers to Judgers and from Judgers to Perceivers. There are times when in-time behavior is appropriate and times when through-time behavior is possible. The ideal is to have choice and to access whichever one is most appropriate in the circumstances. In-time behavior is appropriate when making love or when nursing a baby. Through-time behavior is appropriate when one needs to follow a schedule, plan activities, make decisions, and be aware of consequences.

Often it is possible to get people off drugs or alcohol by changing their time lines from in time to through time. This change is also helpful for people who have difficulty holding jobs and following schedules.

To change the direction of a person's time line have them float above it and then turn it. For some people it works better for them to leave the time line in place but turn themselves 90 degrees with respect to it. Once the time line is changed, it may be necessary to stake it down to get it to remain that way. Once the person gains more control s/he should move toward adjusting it whenever circumstances call for a change. It should be emphasized that changing the direction of a time line will radically alter the nature of a person's experience. Doing a change personal history only changes how a person will respond to a set of stimuli, but changing the structure of their time line will change how s/he responds to all stimuli. The general rule is change time line directions cautiously and only when circumstances and ecology warrant.

Emotions and the Time Line

All emotions have a temporal component. This has been discussed in detail by the phenominologists and the existentialists. They see guilt as the primary problem emotions of the past, boredom as the problem

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emotion of the present, anxiety as the problem emotion of the future, and meaningfulness as the problem emotion of the atemporal. Leslie Cameron-Bandler was one of the first people in NLP to discuss the connection between time and emotions. In her "emotional hostage" material Leslie discusses the meta programs of emotions. One of these meta programs is the time sense of the emotion.

Using time line, it is easy to rapidly change the experience of any emotion. To deal with guilt, shame, grief or some other emotion of the past, have the person float above their time line and go back to a point 15 minutes to an hour before the event in question happened. Then say to them: "Now, where is the emotion?" When s/he does this the emotion disappears, since it is ontologically impossible to experience guilt about something that has not yet happened. Doing this repeatedly enables a person to realize that s/he has control over their emotions.

If the emotion will not go away, then reframe the part of the person responsible for maintaining the negative emotion. Find out what it hopes to accomplish for the person, and then find a more ecological way for it to actualize this concern.

For anxiety regarding the future, have the person go into the future to a point after the event about which they are anxious has happened. When s/he does this, the anxiety disappears. To deal with present emotions like boredom, have the person go into the future or the past. It is ontologically impossible to be bored in the future or the past. To deal with atemporal emotions like meaninglessness, have the person experience the now. Meaninglessness can only exist outside of time.

Some people are not able to experience certain emotions, because they project them into a time frame where it is ontologically impossible to experience them. People frequently do this with positive present emotions. They confuse outcomes and emotional states. If a person's outcome is to have a present-state emotion, then they are delaying it by projecting it into the future, since one can have any present-state emotion now.

An outstanding example of this is "happiness." People frequently have happiness as an outcome for the future. The problem is that when they get to the future, they push it off still further. Many people go through their whole lives failing to experience positive emotions, because they delay them to the future. The only time one can experience happiness is now. One need only choose to experience happiness now. Da Free John is fond of saying that "you have got to remember to be happy." No one ever *becomes* happy. One only remembers to experience happiness. One can be happy whenever they choose to do so. The same holds for all present-state positive emotions.

Some people have an interesting ability to project themselves into another time and then fantasize events in that time. This allows them to experience a set of emotions which they would not normally be able to experience at that time. An example of this is feelings of anticipatory loss. Normally one can only experience loss once it has happened. Normally one can only grieve about the past. People who experience anticipatory loss, however, have developed the ability to go into the future until after a loss has occurred and then feel grief about this imagined future loss. Using this same strategy, one can also feel anxiety about the past by accessing the memory of the experience in the past when one was anxious before a past event happened. It is fascinating the length that some people will go to in order to experience negative emotions. They can't experience them in the present, so they go into the past or the future to create a perspective which enables them to experience them. ❐

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This series continues in our next issue.

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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We all wonder where this enlightenment is — how to find it? Where to start? What is the journey like on the way there? What books to read? What form of meditation to practice? What affirmations to say? Beef, fish, or veggies for supper?

What I have gradually discovered over the years is that the above questions don't really matter. There many tools to use and many paths to follow. It's easy to get caught in all of the details. Simplicity, though, seems to be the ticket. And yet we all have learned to make things *so* complex.

Then, how can we make things more simple? Probably one of the best places to start is by listening to ourselves and our environment. I mean, *really* listen. My fifth-grade English teacher used to put on the blackboard everyday: "Listening is a Skill." What wise words! What a wise lady!

If, as they say, prayer is talking to God, then mediation is listening to God. We generally focus on meditating to quiet our minds, so that we *can* listen. But, we don't have to listen with *only* our mind. We can listen with our entire being. Listen with our whole body. Be aware with our whole body. Feel things — everything! Instead of asking ourselves "what do I think?", it's time to begin to ask ourselves "what do I feel?" All of our senses should be used and relied upon for input.

That little voice, that vision, that feeling — they all are extremely important. When we start listening and sensing and perceiving, then the "internal chatter" will gradually stop, and we begin our journey into self-awareness. It is in stillness that our soul speaks.

So how can we learn to listen more frequently? Probably one of the most beneficial and helpful things that I have found to do is to "be" in the present. That means stay focused on what we are doing right now. Now, really! How can we devote our attention to what we are in the middle of right now, if we are mentally zooming off into next week's car payment or last night's pizza? Don't worry about tomorrow or think about yesterday. And yes, we certainly can schedule a lunch or business meeting for next week, just don't get attached to it. Enthusiasm and planning are great, but etching anything in stone leaves out the process of getting there.

Most stress and idle thoughts (what I call "chatter"), becomes part of our being because we do not keep our consciousness in the present. Learning to "be and live" totally in the present is a great part of self-awareness. Trusting that things are perfect, that we are being totally taken care of and that all of our needs are met now — not for tomorrow, but now!

I really enjoyed *Beverly Hills Cop I & II*. In many ways, they're very metaphysical movies and are great examples of "being here, now." The main character, Axle, lives totally in the present and, not only *believes*, but *knows*, that he will have exactly what he needs and wants when he needs it. He is joyous, very light-hearted and *great* fun.

Being in the present means that you are living and concentrating on a process, minute by minute, not an outcome or a goal. Society has taught us to be very goal oriented and in doing so, we seem to have forgotten about concentrating on the process it requires *to get to* that goal. The process itself is most important because it is in the now. It *is* the present.

Reaching out to the goal or to the outcome is such a very small part of the transaction, and yet most of the time we are taught to "look ahead" to the finish line. Nothing ever finishes — nothing ever ends. Everything just evolves and changes. And the process of that evolution is too much fun to miss. Looking ahead to the finish line or outcome all of the time creates stress. Who needs it? It's very important to smell the flowers, feel the warmth of the sun and be one with nature along the way.

Being totally present in the present and living each moment to its fullest; listening, not just with our mind, but with our entire body; then integrating what we hear, perceive and sense, is being self-aware.

Then, the inner spark of light will begin to emerge. Joy tickles our funny bone, and we begin to look at life in a different manner. Judgments begin to fade. Stress and problems begin to dissolve. Wonderful things begin to happen. The world takes on new colors, new love, new light. The beginning of unconditional love swells within our hearts. Ah, inner peace!

Karen Mohler, *owner of Focus Inward, a business, personal and transitional consulting firm, is on the Education Committee for the Society for Psi Research and Education, a non-profit organization for the purpose of scientific investigation and public education of paranormal phenomena. She can be reached at 1312 South Lemay, Fort Collins, CO 80524, 303-221-2633.*

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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

STEPS TOWARD INNER PEACE — II
Harmonious Principles for Human Living
By Peace Pilgrim

It was only at this time, in 1953, that I felt guided or called or motivated to begin my pilgrimage for peace in the world — a journey undertaken traditionally. The tradition of pilgrimage is a journey undertaken on foot and on faith, prayerfully and as an opportunity to contact people. I wear a lettered tunic in order to contact people. It says "PEACE PILGRIM" on the front. I feel that's my name now — it emphasizes my mission instead of me. And on the back it says, "25,000 MILES ON FOOT FOR PEACE." The purpose of the tunic is merely to make contacts for me. Constantly as I walk along the highways and through the cities, people approach me and I have a chance to talk with them about peace.

I have walked 25,000 miles as a penniless pilgrim. I own only what I wear and what I carry in my small pockets. I belong to no organization. I have said that I will walk until given shelter and fast until given food, remaining a wanderer until mankind has learned the way of peace. And I can truthfully tell you that without ever asking for anything, I have been supplied with everything needed for my journey, which shows you how *good* people really are.

With me I always carry my peace message: *This is the way of peace: Overcome evil with good, falsehood with truth, and hatred with love.* There is nothing new about this message, except the practice of it. And the practice of it is required not only in the international situation, but also in the personal situation. I believe that the situation in the world is a reflection of our own immaturity. If we were mature, harmonious people, war would be no problem whatever — it would be impossible.

All of us can work for peace. We can work right where we are, right within ourselves, because the more peace we have within our own lives, the more we can reflect into the outer situation. In fact, I believe that the wish to *survive* will push us into some kind of uneasy world peace which will then need to be supported by a great inner awakening if it is to endure. I believe we entered a new age when we discovered nuclear energy, and that this new age calls for a new enaissance to lift us to a higher level of understanding so that we will be able to cope with the problems of this new age. So, primarily my subject is peace within ourselves as a step toward peace in our world.

FOUR PREPARATIONS

Now, when I talk about the steps toward inner peace, I talk about them in a framework, but there's nothing arbitrary about the number of steps. They can be expanded; they can be contracted. This is just a way of talking about the subject, but this is important: the steps toward inner peace are not taken in any certain order. The *first step* for one may be the *last step* for another. So, just take whatever steps seem easiest for you, and as you take a few steps, it will become easier for you to take a few more. In this area we really can share. None of you may feel guided to walk a pilgrimage, and I'm not trying to inspire you to walk a pilgrimage, but in the field of finding harmony in our own lives, we can share. And I suspect that when you hear me give some of the steps toward inner peace, you will recognize them as steps that you also have taken.

Assume Right Attitudes Toward Life

In the first place I would like to mention some preparations that were required of me. The first preparation is a *right attitude toward life.* This means — stop being an escapist! Stop being a surface-liver who stays right in the froth of the surface. There are millions of these people, and they never find anything really worthwhile. Be willing to face life squarely and get down beneath the surface of life where the verities and realities are to be found. That's what we are doing here now.

There's the whole matter of having a meaningful attitude for the problems that life may set before you. If only you could see the whole picture, if only you knew the whole story, you would realize that no problem ever comes to you that does not have a purpose in your life, that cannot contribute to your inner growth. When you perceive this, you will recognize problems as opportunities in disguise. If you did not face problems you would just drift through life, and you would not gain inner growth. It is through solving problems in accordance with the highest light that we have that inner growth is attained. Now, collective problems must be solved by us collectively, and no one finds inner peace who avoids doing his or her share in the solving of collective problems, like world disarmament and world peace. So let us always think about these problems together, talk about them together, and collectively work toward their solutions.

Live Good Beliefs

The second preparation has to do with *bringing our lives into harmony with the laws that govern this universe.* Created are not only the worlds and the beings but also the laws that govern them. Applying both in the physical realm and in the psychological realm, these laws govern human conduct. Insofar as we are able to understand and bring our lives into harmony with these laws, our lives will be in harmony. Insofar as we disobey these laws, we create difficulties for ourselves by our disobedience. We are our own worst enemies. If we are out of harmony through ignorance, we suffer somewhat; but if we *know better* and are still out of harmony, then we suffer a great deal. I recognize that these laws are well-known and well-believed, and therefore they just needed to be well-lived.

So I got busy on a very interesting project. This was *to live all the good things I believed in.* I did not confuse myself by trying to take them all at once, but rather, if I was doing something that I knew I should not be doing, I stopped doing it, and I always made a *quick relinquishment.* You see, that's the easy way. Tapering off is long and hard. And if I was not doing something that I knew I should be doing, I got busy on that. It took the living quite a while to catch up with the believing, but of course it can, and now if I believe something, I live it. Otherwise it would be perfectly meaningless. As I lived according to the highest light that I had, I discovered that other light was given, and that I opened myself to receiving more light as I lived the light I had.

Find Your Place in the Life Pattern

These laws are the same for all of us, and these are the things that we can study and talk about together. But there is also a third preparation that has to do with something which is unique for every human life because every one of us has *a special place in*

the Life Pattern. If you do not yet know clearly where you fit, I suggest that you try seeking it in receptive silence. I used to walk amid the beauties of nature, just receptive and silent, and wonderful insights would come to me. You begin to do your part in the Life Pattern by doing all the good things you feel motivated toward, even though they are just little good things at first. You give these priority in your life over all the superficial things that customarily clutter human lives.

There are those who know and do not do. This is very sad. I remember one day as I walked along the highway a very nice car stopped and the man said to me, "How wonderful that you are following your calling!" I replied, "I certainly think that everyone should be doing what feels right to do." He then began telling me what he felt motivated toward, and it was a good thing that needed doing. I got quite enthusiastic about it and took for granted that he was doing it. I said, "That's wonderful! How are you getting on with it?" And he answered, "Oh, I'm not doing it. That kind of work doesn't *pay* anything." And I shall never forget how desperately unhappy that man was. But you see, in this materialistic age we have such a false criterion by which to measure success. We measure it terms of dollars, in terms of material things. But happiness and inner peace do not lie in that direction. If you know but do not do, you are a very unhappy person indeed.

Simplify Life

There is also a fourth preparation, and it is the *simplification of life* to bring inner and outer well-being — psychological and material well-being — into harmony in your life. This was made very easy for me. Just after I dedicated my life to service, I felt that I could no longer accept *more* than I needed while others in the world have *less* than they need. This moved me to bring my life down to need-level. I thought it would be difficult. I thought it would entail a great many hardships, but I was quite wrong. Now that I own only what I wear and what I carry in my pockets, I don't feel deprived of anything. For me, what I want and want I need are exactly the same, and you couldn't give me anything I don't need.

I discovered this great truth: unnecessary possesions are just unnecessary burdens. Now I don't mean that all our needs are the same. Yours may be much greater than mine. For instance, if you have a family, you would need the stability of a family center for your children. But I do mean that anything beyond need — and need sometimes includes things beyond the physical needs, too — anything beyond need tends to become burdensome.

There is a great freedom in simplicity of living, and after I began to feel this, I found a harmony in my life between my inner and outer well-being. Now there's a great deal to be said about such harmony, not only for an individual life but also for the life of a society. It's because as a world we have gotten ourselves so far out of harmony, so way off on the material side that when we discover something like nuclear energy, we are still capable of putting it into a bomb and using it to kill people. This is because our inner well-being lags so far behind our outer well-being. The valid research for the future is on the *inner* side, on the psychological side, so that we will know how to use well the outer well-being we already have. ❐

Continued in our next issue.

STEPS TOWARD INNER PEACE is not copyrighted and you are welcome to reprint it in whole or part. It has been tanslated 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.*

EVENTS LISTING

JULY

July 10-23, Ottawa, Canada
Summer Intensive Practitioner/Master Practitioner Certification Training, *Derek Balmer, Janice Gray, John Grinder;* contact NLP Centres, 613-232-7782

July 14-16, New York City
Anchoring, *Karen V. Bading;* contact NY Training Institute for NLP, 212-473-2852

July 22-August 6, Forrestal Village, Pennsylvania
Camp NLP, *Joseph Yeager;* contact Eastern NLP Institute, 215-860-0911

July 24-26, Toronto, Canada
John Grinder in Toronto; contact NLP Centres, 613-232-7782

July 27-August 25, San Francisco Bay Area
Imperative Self Analysis Certification Intensive, *Metha Singleton with special presenter Leslie Cameron-Bandler,* contact FuturePace 415-485-1200

July 27-December, San Francisco Bay Area
Imperative Self Analysis Certification Extended, *Metha Singleton with special presenter Leslie Cameron-Bandler,* contact FuturePace 415-485-1200

Last Day of the Month, Worldwide
World Healing Meditation; contact Quartus Foundation,512-335-8346

AUGUST

August 2-6, New York City
Five Day Modeling Intensive, *Dr. Wyatt Woodsmall and Dave Watts;* contact NY Training Institute for NLP, 212-473-2852

August 2-6, Berkeley, California
Five Day Expanded Intuition Training Summer Intensive, *Carol Erickson and Thomas Condon;* contact The Changeworks, 415-540-5707

August 5-6, Houston
The Silva Mind Mastery Seminar®, Drs. Tag and Judith Powell; contact Powell Productions, 813-531-1670

August 5-27, New York City
22 Day Practitioner Training; contact NY Training Institute for NLP, 212-473-2852

August 7-9, Forrestal Village, Pennsylvania
Meta Matrix, *Joseph Yeager,* contact Eastern NLP Institute, 215-860-0911

August 11-13, New York City
NLP Intro — Anchoring; contact NY Training Institute for NLP, 212-473-2852

August 11-17, Brussels, Belgium
Master Practitioner Certification Training; contact NY Training Institute for NLP, 212-473-2852

August 14-26, San Diego
Accelerated Master Practitioner/Modeling Certification, *Bandler, James, McDonald, Robbie;* contact NLP Products & Promotions, 619-538-6216

August 19-September 3, San Diego
4th Annual Trainers Training, *Richard Bandler, Wyatt Woodsmall, Tad James, Eric Robbie, Marvin Oka;* contact National Training Institute for NLP at 703-979-3835 or Profitability Group at 808-521-0057 or NLP Products & Promotions at 619-538-6216

August 19-20, San Diego
The Re-Unification Model: From Trauma to Thriving, *Marilyn Blank and David Wehrle;* contact The NLP and Enneagram Institute of San Diego, 619-696-7666

August 19-22, Holland
Practitioner Certification Training; contact NY Training Institute for NLP, 212-473-2852

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WORLD HEALING MEDITATION

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

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

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

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

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

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

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

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

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

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

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

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

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

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

It is done. And it is so.

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

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