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the Rapporter magazine

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- THE SELECTIVE MEMORY OF **YOUR UNCONSCIOUS MIND** by TIM LOEBS

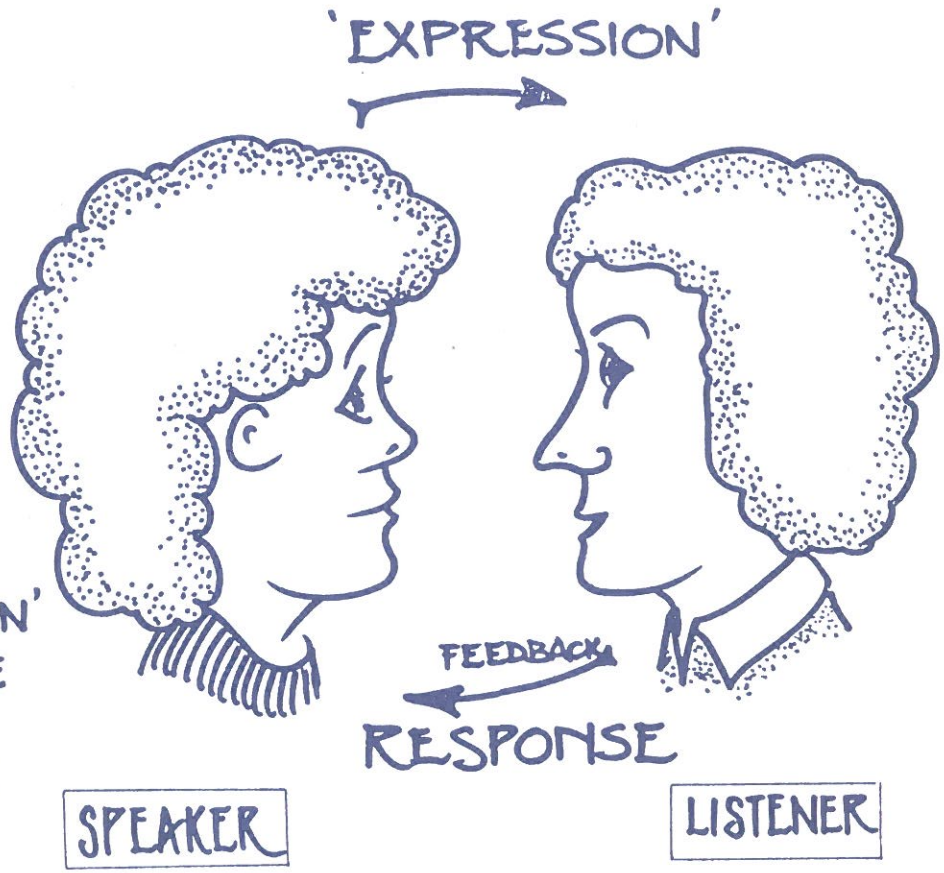


The meaning of your communication is the response you get.

AS THE SPEAKER...

THE MORE FLEXIBLE I AM... THE MORE LIKELY I AM TO GET MY POINT ACROSS.

I CAN ADJUST MY 'EXPRESSION' UNTIL I GET THE RESPONSE I WANT FROM YOU.



AS THE LISTENER...

IT IS MY REACTION TO YOUR 'EXPRESSION' THAT DETERMINES THE EFFECTIVENESS OF YOUR COMMUNICATION

P. Jones '92

OUR PURPOSE AND PHILOSOPHY IS:

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

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

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



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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REAL THERAPY

by Frank Gruber, MD

Real therapy is a column about what happens during therapy sessions, about the issues that come up, and a lot about what I've learned in working with patients over a 20-year period. Real therapy is not about truth, the right way or the only way. It's about my opinions, about which techniques work for me, in what circumstances and to what depth. It's about the frustrations, fears, joys and sorrows of being a therapist. In short, it's what I've learned by paying attention to life and by working with patients over the past 20 years.

When I first started doing therapy, I thought that each patient would present with a problem that could be handled by one of the nice little patterns taught in NLP trainings. Unfortunately (at first) and fortunately (now) patients present with their own complicated interwoven psychopathology requiring multiple techniques. Real therapy requires you to be flexible enough to use whatever works to break the patterns that keep your patients from having choices about the way they behave.

Learning how to approach complex cases is one of the best ways to progress once you've learned the basic NLP skills. What I would like to do is show you how one therapist (me) wades though a complex case so you can see how NLP techniques blend and intermingle.

CLIENT SESSION

This is the case of Dave (of course, not his real name), a 33-year-old gay male who presented with a dilemma that was causing major problems in his relationship.

"I feel threatened when I'm out with Steve, my significant other. Other men pay attention to Steve and I get jealous, standoffish and quiet. Then Steve gets mad because I get withdrawn and moody. He doesn't know how to cope with my withdrawal."

The Problem

When Dave sees someone looking at his friend Steve, Dave goes through a strategy that causes him to withdraw. Steve, on the other hand, can't handle the withdrawal and that causes him to get angry. The angrier Steve gets, the more Dave withdraws, and so on. They've created a nice messy pattern for themselves.

Dave's Strategy

I asked Dave to go through how he withdrew like that. First, I got him associated by asking him to remember a specific time that someone had begun to pay attention to Steve. As he looked out through his own eyes in his memory, I noticed that his eyes first defocused, then went up and to the right, then down and to the right.

I asked him if he was making pictures. He said he first saw the other man looking at Steve. (Visual remembered, Vr, eyes defocused). Then he made a picture of Steve and this other man being sexually intimate. (Visual construct, Vc, eyes up and to the right). Then he felt bad. (Kinesthetic, K, eyes down and to the right).

It seemed to be a straightforward strategy problem. The pattern was Vr—Vc—K. The visual remembered picture led to the visual constructed picture of a nonexistant sexual encounter which led to Dave feeling bad and then withdrawing.

Of course, as this process happened in real life, the stimulus that started the pattern off was Dave actually seeing this event happen, not remembering it happen. So the actual strategy is Ve (Visual external)—Vc—K.

Frame Of Reference

Just when it seemed clear that a bad strategy was the base of this problem, Dave volunteered another piece of information. "When I used to go out alone, people would pay a lot of attention to me and that would make me feel great."

"What would happen if they didn't pay any attention to you?" I questioned.

"Oh, then I'd feel bad."

So what we had here was an external frame of reference. Dave didn't make a decision about his self-worth based on his own internal self-assessment but rather on whether an external source, someone else in a bar, happened to be paying attention to him or not, or perhaps even whether he perceived them to be paying attention to him or not. It didn't seem like it was too healthy a pattern.

What has happened here? We were hot on the trail of the strategy problem when all of a sudden another problem hit us in the face. That's what often happens in "real therapy." A person is a complex mass of intertwined patterns. Suddenly we have another factor that's in our way here: an external frame of reference.

So I decided to shift gears and deal with the external frame of reference (FOR) first. I explained to Dave what an external FOR was and asked him the first time he was so swayed by what people thought about him. He told me that it was when he was a kid playing ball in his backyard. Other kids were laughing and making fun of him.

I asked him what resources he would have needed as a kid to know he was ok in this situation. He said he would have needed someone to tell him so — another external FOR.

I asked him to take his adult self along to that experience and let the adult self comfort and praise him. I asked him how that felt and he said, "Wonderful!"

Then I asked him to fuse with that adult part of himself so even as a child he'd have that part inside of

him so that could tell himself he was ok. I asked him how that felt. "Even better," he admitted.

Then I asked him to experience the whole episode with that part of him inside of him. He said he felt good about his abilities at the time, and realized that the other kids were making judgements about his abilities that were not realistic. He was even able to see that he had actually been doing quite well for his age, which seemed to surprise and delight him, and most importantly that information was coming from inside of him.

Through this process he was able to understand that he was just a child and he wasn't expected to be able to perform as an adult would or even as well as the older children who were making fun of him.

After he looked at that experience in a new way, I asked Dave to travel along his timeline and look at other experiences in his life in which he had been swayed to feel bad by what others had said. He experienced those events in the new way, knowing from inside that he was ok and knowing that others were often biased in their assessment of him. He felt good about himself and decided that what others thought really didn't make too much difference.

He then went out into the future and future-paced that to a time at the bar when someone would not be paying any attention to him and he realized he was fine without any one else's attention.

Recap

So what happened here? Dave did a change personal history pattern. The resource he needed to experience the memory in a better way was the adult knowledge that a young child isn't going to perform as well his older peers. That information was internalized so it became part of him, and he re-experienced the memory with that resource.

Belief

I then started back on the original problem. I had Dave go back to the bar when someone was looking at Steve to see what the situation would be like now. It's important to recap after you make a change. You need to see how much, if any, of the original problem has been corrected by the change you made. Often after one change things will be very different.

As Dave went through the strategy he made a comment, "I guess I'm just not enough to keep Steve at home."

Well, now, what do we have here? Yes, a belief about himself!

Oh dear, another stumbling block that definitely had to be dealt with. So off we went to deal with that. I asked Dave when that belief had been generated. He noted that he had had a previous relationship that was not very successful. His lover would have frequent affairs with other men. As a result of that relationship

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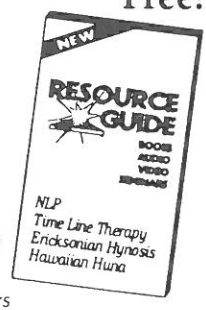
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Dave had decided that he "just wasn't enough to keep his lover at home."

I had Dave re-experience that situation but from his ex-lover's viewpoint. He stepped into the body of his ex and experienced the situation again.

I asked him what his lover needed in the relationship. He noticed that his lover needed difference and excitement. He saw that his lover had been very rigid and unable to get difference any way except through multiple new partners.

"My God," Dave sighed, "it was his problem, not mine! I had just automatically accepted that it was my problem."

"What do you mean?" I asked.

"Well, I didn't really have anything to do with Steve going out with all those men. It was his need for difference that forced him to seek it in that way." That was a mind-blowing and liberating experience to Dave. Once he understood that, I asked Dave to re-experience the situation again through his own eyes. He felt so liberated he began to cry.

Recap

So what happened here? Beliefs are generalizations about a situation, often generated because of the way a person views a situation. If you have your patient view a situation from a different perspective, s/he often comes up with a different generalization. I merely asked Dave to review that situation from his lover's viewpoint according to his lover's needs and values.

Back to the Strategy

Next we went back to the strategy situation in the bar. Remember, we had figured out that the strategy was Ve—Vc—K. In order to change the strategy, I decided we could insert another component. I noticed that there was no auditory component in this strategy at all. So I asked Dave if there was something he could say after he saw someone looking at his lover that would change the flow of the strategy.

Without having changed his External FOR to internal, and his belief about his ability to keep his lover at home, he would have had a lot of trouble coming up with an answer here. But he immediately offered, "Yeah, I could say to myself, 'Hey, I'm attractive too.'"

"What happens when you say that to yourself?" I questioned.

"Well, then I make a picture of Steve and me going off and doing something together."

"And then?"

"Well, then I feel good," he smiled.

So we had a new strategy. Ve—Ai (Auditory internal)—Vc—K. This strategy went somewhere a lot more productive for Dave. So we rehearsed it a few times in the future (future-paced) when he would be in a group of people with Steve and it seemed to work very well.

So then I asked Dave what he would do in this situation now since he felt good about the situation instead of using his old pattern of withdrawal. He said he'd probably join in the conversation between his lover and the other person.

Metamodel Challenge

"But I wonder how I could join the conversation?" he added.

"What if you just asked a question?"

"Oh, if I asked a question I'd look like an idiot."

"Have you ever known anyone who asked a question who wasn't an idiot?" I metamodel-challenged him.

"Oh sure. There was a guy in school who was a genius who always asked questions."

"Now as you think of how you felt about him being a genius you might begin to notice how you think about yourself as you picture yourself asking a question to get into the conversation with your lover and another person."

A big smile came over his face. He beamed. Non-verbally he'd told me that the metamodel challenge had worked.

The if...then pattern expressed a belief of the cause-effect type. (If I asked a question, then it would cause me to look like an idiot.) An effective way to deal with this type of linguistic pattern is to challenge the basis of the belief by asking if there has ever been a case in their experience in which that has not been true. This

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worked quite well in this case. It doesn't always work. If it doesn't then do something else!

Parts and Ecology Check

Once the basic changework was done, I asked Dave if any part of him objected to anything we'd done during the session. He scanned his system and said no. If a part had objected, I'd have done a parts integration.

Likewise, I asked if there is any area of his life in which something we did wouldn't be beneficial. He said no. He felt good about everyting we'd done and that it would work in all areas of his life. If there had been a problem, I'd adjust the changes so they'd work in all areas of his life.

Finally, I had Dave integrate everything we'd done into his timeline and into every cell of his being.

SESSION RECAP

This is a lot of information, so let's recap what happened during this session.

1. I determined what the problem was: Dave had a strategy that created a problem in his life. This was the present state.

2. I set up an outcome. My outcome was based on Dave's outcome. Dave's outcome was to relate better with his lover.

My outcome had to be more specific. I determined the best way for Dave to reach his outcome was to have a new strategy for relating when they were out together.

NLP is effective because it is purposeful. It is important to set outcomes for each therapy session.

3. I elicited the strategy using eye accessing cues and questioning.

4. During the course of strategy elicitation I discovered that Dave had an external frame of reference which allowed others to control his self-esteem.

5. I helped Dave change his frame of reference in this context by doing a change personal history.

6. In trying to return to the original strategy, I discovered that Dave had a limiting belief about his ability to keep a lover interested.

7. I helped Dave understand what his previous lover's values were. Once he understood that, Dave was able to deal with his limiting belief by re-experiencing the previous relationship first from his lover's perspective, then from his own perspective. This allowed him to reach a new conclusion (belief) about his role in that relationship.

8. Once the limiting belief was resolved, I again returned to the strategy. There was no auditory component. By inserting an auditory component, Dave was able to re-direct the strategy.

9. Once the new strategy worked and Dave didn't withdraw anymore, it was important to get him involved in the conversation. I suggested Dave ask a question. This brought up another problem, a belief about asking questions. Instead of going through another complicated process it seemed more effective to do a meta model challenge which worked quite effectively!

10. I did a parts check, an ecology check, and then generalized the learning to the whole system.

COMMENT

As I noted before, therapy is a joy because it's often so complicated and intricate. You have to know your tools. That's why you take good practicioner and master practicioner trainings. You can't do good therapy without being conversant in the patterns of NLP.

However, the way I approached this problem was not the only way. Another therapist might have approached Dave in an entirely different manner. Use the tools you know. As you learn more tools, you'll get better at interdigitating them.

The more you use your tools the more you'll go with the flow. You'll develop a sense of what's important and you'll follow your nose.

However there are some critical structural components that can't be ignored.

1. Find out what the problem is

Here are some details about this important facet of the interview.

Sometimes the patient tells you the problem right away. Sometimes it takes quite a while to get to it. But the most important thing is to understand what the chief complaint really is. You can change the patient's whole life but if you don't deal with their main complaint, they won't feel they've been helped.

As the patient discusses their problem, a whole structure of problems may present itself. Determine what the main problem is first. Then look over the architecture of the structure to see how the dominoes (problems) are lined up. You're looking for the one domino that you can push to make all the pertinent dominoes fall; the one or two changes you can make which will create the greatest change in the individual.

I spend most of a session determining what the problems are, how they line up and where to start the change process. The actual therapy usually takes very little time. Two-thirds to three-fourths of a session is spent finding the "architecture of the problem."

2. Set your outcome(s)

Make sure that your outcomes—

—are in agreement with the patient's outcomes.

—meet the criteria for well-formedness, especially that they are ecologically sound for the patient.

—keep on track.

Remember what your outcome is. Although it's important to go with the flow of the case, you have to constantly return to your outcome. In this case, each time I was led to a new component, I returned to the outcome, only to find that I needed yet another component before I could accomplish the outcome. This patient needed other tools — an internal frame of reference in this context and a belief that he could interest and hold a lover — before the strategy itself would be effective.

4. Go with the flow of the case

It's sometimes tough to keep on track and to go with the flow at the same time. As you get more experience, you'll know when to get off on a side issue for awhile and when to get back to your outcome. The only way to know is to keep doing it until you develop that sense. I usually find that once you know the NLP patterns, the patient unconsciously presents the case in the order you need to deal with it. This was the situation with Dave. I simply followed the flow of the case. However, sometimes you have to get a lot of data before you begin. Take your time. Let the case unravel before you take off if you don't know where to go. Eventually it will become clear which direction to take. Trust your unconscious.

5. What if you run out of time?

In the real world there are time constraints. What happens if you run out of time? I used to worry about that a lot. Then somewhere along the way I did a reframe on myself.

People get better over time. If I can't finish a session, I'll finish it the next time. Patients don't really know what you're doing. They don't know if you've finished or not. You can always finish next time. It's not the end of the world.

Most patients only need to see me three to six times for NLP therapy before they're finished. Occasionally, if I'm totally rearranging a person's life, I'll do ten to twelve sessions, a whole lot fewer than most standard therapists! I began to realize that, even if I don't finish a particular session, I'll finish next time. In the long run the patient gets better a whole lot quicker with me than with standard therapists whether or not I'm able to finish that particular session at that time.

What I find now is that my sessions break themselves into logical little segments. Each session handles a limited amount of information. I usually can do some changework in each session. But that comes with practice. Remember, you're doing important work. Take the time you need to get it right and you'll make important changes in your patients' lives, whether the change comes in one session or the next.

6. How do you know what you're doing is working?

The answer is simple: Test your work.

HOW TO TEST YOUR WORK

It's important to constantly test your work. After each segment of a session I re-present the chief complaint to the patient. I want to not only hear that the patient has changed but also want the non-verbals to congruently convince me that a change has taken place.

If what I'm doing hasn't helped make a change then I follow the rules of NLP — I change what I'm doing.

Remember:

1. Know your outcome
2. Act
3. Have the sensory acuity to know if you're moving toward your outcome or not
4. Have the flexibility of behavior to change what you're doing when it's not working.

RETURN VISITS

The only way to really know if what you're doing worked is to have the patient come back. I routinely have all my patients come back in one month. Then I go back over what their chief complaint was, what we did to address it, and I ask them how they're doing. I go over each change we did and ask them how they are thinking about it now.

For example, a month later I asked Dave what happened when he went into a bar with his lover. He told me that things were all better there. He was easily able to access the new strategy.

Then I checked the individual parts of the work. I asked him if he went into a crowded area and people weren't paying attention to him what happened. He said it wasn't a problem. He knew that he was ok and didn't need anyone to look at him to know that.

I asked him about his ability to keep a lover. He said he felt good about that too.

Finally, I asked him how he felt about asking questions and he told me it was a really intelligent thing to do. After all, how else could you learn?

Yes, "how else?" is right!

FINAL WORD

This is a complicated case. The best way to approach it is to read the whole case through one time. Then read it again a number of times, each time concentrating on one facet of the case. Finally, re-read the whole case noticing how the case flows from one aspect to the next. Remember, learning how to approcach complicated cases is one of the best ways to progress once you've learned the basic NLP skills.

❐

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HUMAN DYNAMICS
Part 4 (con't)
YOUR UNCONSCIOUS MIND/BIOCOMPUTER

by Tim Loebs

As events take place in our lives, our perception of them and how we respond/react to them determines how they are stored at the unconscious level and how they effect our body. Events that are resolved or balanced, i.e., handled appropriately at the conscious level with respect to emotional content, are stored in the unconscious mind as informational and as positive reference experiences. In other words, learnings take place.

Events that are not resolved or balanced with respect to emotional content are stored in the unconscious mind as repressed and unresolved. Learnings do not take place and any future events that appear to be like the repressed memory will kick off the unresolved emotional content — whether it be anger, fear, guilt, frustration or a combination of these. If it does not get resolved at that time, it gets added to the previous event. In this way a chain is formed and, each time something similar to the original unresolved event occurs, the emotional content gets kicked off sooner and quicker, eventually becoming debilitating, effecting the health of the individual. So, over time we become more of who we are, not less — this is why most psychological issues don't clear up themselves over time.

Our biocomputer is designed to store all memories. Those that are handled or resolved generally don't bother us again, rather, they serve as an information source. Those that are not resolved are repressed by our biocomputer in order to keep the conscious mind sane. Since repressed negative emotions are not good for the body, there appears to be a conflict with the unconscious mind's primary highest function of protection.

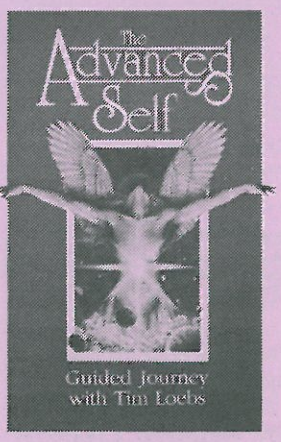
This conflict is resolved by further built-in programming, which presents these repressed memories from time to time to the conscious mind so it can handle them or let go of the emotions and learn whatever there is to be learned that would have resolved the original event. This is done so that should any similar event present itself to you in the future, you'll have learned and will be able to successfully handle the similar event.

The emotions are like messengers who come knocking at our door, giving us information about ourselves; however, most people don't see it that way. They only look at the ugly mask the messenger is wearing of fear, shame, guilt, anger, etc., and they are afraid to take the message — or even to see that there is one. They slam the door or get ugly toward the messenger or even try to shoot the messenger. The interesting thing is that if they would only accept the message and learn from it, the messenger would willingly go away and never return!

I often ask people, of all the hundreds and thousands of memories we have stored at the unconscious level, why do we remember only a certain, selected few and hardly ever remember others? That's right, you guessed it — we tend to remember those events that have a large degree of emotional content associated with them, either positive or negative. Who remembers brushing their teeth on Thursday, May 20, 20 years ago? Probably no one, unless there was a significant emotional event associated with it — for instance, at that precise moment your roof caved and you and your toothbrush spent the next two weeks in the hospital recovering.

The greater the intensity of the emotion, the greater the repression and the less conscious contact we have with it because of the protective function of our biocomputer. This is why sometimes people feel bad for what seems no reason when they "should" be happy. The event that we don't want to see clearly or listen to lives in the body/mind and the feeling seems to be the only occasional contact we have with this unresolved

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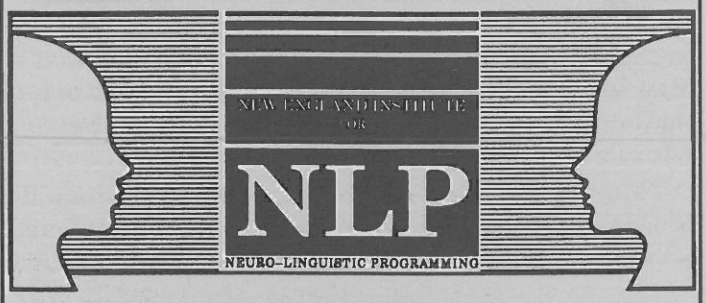
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event; the feeling is a signal to us that something is out of balance. Left unattended to by the conscious mind, this imbalance robs energy from the body and leads to distress, dis-ease and an eventual breakdown of the system.

The problem with all of this has to do with another program built-in to our biocomputer. Our biocomputer is programmed to take our orders (given by the conscious mind), accept them and then literally carry them out. With repressed unresolved negative emotions, your biocomputer may have been given instructions by you not to reveal the content of certain feelings because knowing that information might be harmful and create an unsafe environment for you.

A typical example of this has to do with self-expression when we are very young. Our parents may have given us the message to be "seen and not heard" and the consequences of speaking up was traumatic or very unsafe. So the child might learn that their opinion doesn't count, that they aren't important, that self-expression leads to being punished, etc. This leads to feeling bad, which leads to feelings of frustration, later turning into feelings of anger or rage. This anger or rage is expressed outwardly if the environment is safe or inwardly, in the form of depression or self-hate, if it is not safe to expresss. And then the person feels bad again, which starts the cyle going one more time, round and round. Many times the person doesn't understand

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what is going on, they only know they can't seem to help themselves.

Access to the unconscious mind and utilizing the biocomputer's own programming provides a key to unlocking the mystery of severely repressed emotions. Anchoring the unwanted feeling and using the biocomputer's own associated chain will lead you to the messenger and the needed information.

Additionally, it is estimated that we think approximately 60,000 thoughts each day. All of these thoughts are fed into our biocomputer and acted upon. If the thoughts are of ideas, beliefs and values that we want, then we usually get what we want. If the thoughts are of ideas, beliefs and values that we don't want, then we get what we don't want.

It is estimated that of those 60,000 thoughts we think each day, the next day we think 95% of the same thoughts we had the day before. It's not surprising then that we keep getting the same thing over and over again. When I'm working with clients or groups, I ask them how many know what they don't want. Nearly everyone responds. Most people know what they don't want and can't seem to get enough of what they don't want. When I ask what they do want, very few raise their hands and most people think that I'm speaking Greek or something.

Now, if our biocomputer is taking in *everything*, what does that tell you about the kinds of instructions that need to be given to your unconscious mind? This involves more than "positive thinking" — what are the thoughts, ideas, beliefs, values, etc., that you are telling your unconscious mind? Are you telling it that you don't want to be poor, so that ideas, pictures, symbols, beliefs of being poor flood your biocomputer (what you don't want) or are you telling it that you want abundance and wealth, flooding your biocomputer with those ideas, symbols, etc.? (A more detailed explanation can be found in Tad James' audiocassette series on "The Lost Secrets of Ancient Hawaiian Huna," 1990.)

Being aware of our thought patterns can go a long way to understanding why we get what we have and why we have what we get.

These last two articles have highlighted and touched upon only a few of the functions of your biocomputer. My intent is that they have given you a better understanding of how your unconscious mind works so you can think about yourself and your personality in a way that can help you make more sense out of what you think, feel and do.

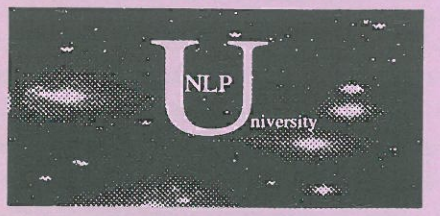
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Maps, Models and the Structure of Reality — NLP Technology in Psychotherapy

by Kim Kostere
and Linda Malatesta

Reviewed by
Kirk VandenBerghe

When was the last time you had breakfast at Lenny's — I mean Dennys? There's a color foldout menu with tons of different breakfasts to order. Upon closer examination, however, a curious pattern arises. All of these myriad varieties of food are actually composed of many of the same ingredients: eggs, cheese, bread, potatoes, beef or pork, pancake batter and a great deal of grease. Sure, there are a few other elements, but this is pretty much the fundamental stuff all the perceived variety of items is made of. You know, this sounds to me like many of the NLP books that are on the market.

How many NLP books have you read that are just a recompilation of the same old stuff? A simple rehashing of rapport, sensory acuity, language patterns, etc. Some authors make their offerings look like pancakes and others cook up waffles. There are some omelets and a few scrambled egg dishes. Kind of boring. Well, the good news is that *Maps, Models and the Structure of Reality* isn't Dennys. It's more like one of those great places to eat that makes exquisite food that actually tastes good and is affordable. There's even a comfortable neighborhood atmosphere and friendly service.

Until recently, if you wanted to suggest reading material to someone interested in the philosophical foundations or epistemological assumptions of NLP, you had to refer them to the "early works." Books like the dreaded *The Structure of Magic*, some of Dilts' early stuff like *NLP Vol. 1* or, even worse, Chomsky, Haley, Watzlawick, Bateson, Korzybski, Erickson, Satir, Perls, Miller or Vaihinger. By the way, I recently heard that only 18 people have ever finished all of *The Structure of Magic* and many readers have experienced psychotic breaks while trying to fathom "Appendix A - A Brief Outline of Transformational Grammar." (Just kidding!)

Anyway, *Maps, Models and the Structure of Reality* fills a tremendous need in NLP literature because it pulls together, in readable form, many of the authors' work in the previous paragraph plus much more. Although the intended audience for the book is therapists, those in other fields will find much value within the 119 pages.

Lest you surmise the book is all philosophical stuff, I will also mention that there are many practical examples, quotes from other authors, and transcripts of client sessions to bring the many concepts presented to life. The overall format is for the authors to present briefly a concept such as "Paradoxical Intervention" and then continue on to illustrate its usefulness through a variety of means. To round things out, a comprehensive bibliography and a well-organized index are included.

I enjoyed *Maps, Models and the Structure of Reality* a great deal, learned a number of things and recommend it highly to all students of NLP. Thank you, Linda Malatesta and Kim Kostere, for your contribution.

Metamorphous Press, 1992, Soft Cover, $11.95.

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NLP AND ADLERIAN PSYCHOLOGY

by Joan Donnelly, RSW, MA

It has been of interest to me why NLPers have not footnoted Alfred Adler, the noted 20th-century "common sense" psychologist, since much of what is touted as the presuppositions of NLP has Adler as a forerunner. (In the following, what NLP teaches that is Adlerian is written in bold.)

Alfred Adler (1870-1937) formulated a **context psychology**, wherein the conscious and unconscious are **given direction** by a set of highly held convictions **(beliefs/values)** called "lifestyle" or "style of striving" and the person is seen in this context. Adler is best known as the "common sense" psychologist since, when he postulated his observations, his listeners would decry that this was only "common sense" and not psychology. Adler has contributed much to humanity with his formulations about:

—birth order and its effects

—dealing with behavior in its context

—secondary gain

—beliefs and values

—using early recollections as a projection of a person's style of living

—social equality

—social interest as a stance of mental health

—and much, much, more!

Adlerian psychology is also known as "individual psychology," stressing that a person is seen as a dynamic whole. One's conscious and under-the-conscious emotions, behavior, inter- and intra-personal communications **move in line with** a personal fictive goal **(a value or set of values)**.

This fictive goal is learned early in life, and is metaphorically like a pair of glasses with **distortions, deletions and generalizations**. Its function is to interpret, control and predict our experience of the world. In this way, the **map** (goal) **is not the territory** (world). Adlerian therapy, then, is cognitive and deals with growth-impeding beliefs.

For Adlerians, mental health is seen in a person's "social interest," a being willing to take a whack at life and contribute to life around in a world of equals. Altruism — a feeling of oneness with others (**respect for their model of the world**) — and flexibility (**requisite variety**) are movements toward mental health. Knowing that our clients are our equals is perhaps the one tenent of Adlerian psychology that has not been accepted by all schools of psychology. An Adlerian counselor or therapist uses social interest as a "plumb line" to ensure ecological change.

Social equality is a hallmark of Adlerian psychology. Adler perceived that we humans are a species who are born and live on planet Earth and so must work in order to live, to cooperate with others for the common good, and to mate to keep the species alive. These are the three life tasks that Adler saw that every human being has. Modern-day Adlerians have added two: knowing oneself, and the spiritual task.

From this perspective, any relationship or social system based on superiority/inferiority or dominance/submission lacks common sense about the universal reality (**the big picture**).

Social equality is most likely what has kept Adlerian psychology in the background of psychological circles, since it emerged prior to the time of acceptance of democracy as a way of life, and of "Star Trek," moon walks and Mars monitoring — when the universe was confined to a more limited experience.

Social equality was anethema in a class-conscious society and, indeed, is still not accepted by those who (from an Adlerian perspective) have neurotic assumptions about their own importance to life over the importance of others, as well as those who perceive others as more important to themselves. Because of this perspective, when you go to an Adlerian convention, it is difficult to pick out the keynote speaker from the neophyte or the service staff.

Adler's psychology has had widespread influence in North America and Europe in schools and families. Here, it teaches respect and dignity for all as the "bottom line" of healthy living. Adlerians teach that the **behaviour makes sense to the person performing it**, and when its **positive purpose** is attended to, the person has **greater choice** and freedom to change it (somewhat like **the 6-step reframe**).

Adler's formulations are a forerunner of NLP presuppositions and have contributed to sanity in our homes and classrooms for many years. Adlerian philosophy has much to contribute to NLP. It has an ethical and moral stance that NLP as a stand-alone therapy lacks. Social equality and social interest are the two ethical stances that might be integrated into NLP since they could be ascribed to by most people in the Western world.

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THE CARE AND FEEDING OF THE WILD PENDULUM

Part 6

DISCOVER YOUR PERFECT MATE, FRIEND OR BUSINESS ASSOCIATE

In the NLP, medical, and metaphysical communities we often see people who "talk the talk" but don't "walk the walk" — people who talk a good game but still do not use their God-given talents to make their lives better and easier. And before you get resentful at my finger pointing at you, be aware that three of my fingers are pointing back at me as well. As much as Judi and I try to stay on the pathway, we still find ourselves caught up in the day-to-day business world. We have hired people when all of our inner conscious readings and signs have told us not to. I'm sure you already know that the results were less than fortunate. I am a believer that one personally makes one's own reality. Yet it is often hard for me to acccept that people are what they are and you cannot help, reform or change their personality or habits.

We go through life making decisions for or about other people, expecting them to think or act the way we think they should act. Look at those searching for a mate — they meet someone who seems to be interested in them and they leap, and crash into disappointment. How about the employer who expected something other than what the employee had in mind? When looking for a business partner or investor, one often measures the prospective relationship by that person's available funds .... forgetting that a partnership is a marriage in business. The key word in all successful relationships is compatibility. When compatibility is in a relationship to begin with, there is no need to wish to change that individual .... therefore, no false hopes on your part.

This month we will swing into testing for compatibility. You can now have an easy way to walk the walk with a unique compatibility test for a NEW .... business partner or investor, employee or employer, product or service. You will then be able to make the final decision with at least an inner perspective to aid you. In the past few issues of this magazine we have explained how to use the pendulum. In issues 50 and 51, you learned how to use the Powell Multimeter. Although you can roughly test for compatibility by dowsing for a "Yes" or "No" answer — with the Multimeter you will find it more accurate since you can also dowse for percentages. (The Powell Multimeter can be found in Issue 50 —*Ed.*)

Your first step is to become aware of the person you are dealing with in regard to your needs and personality. Use a piece of paper about 8.5 X 11 inches to make your compatibility chart. You may be using this chart daily, so it is best to make it from heavy paper or cardboard. Draw 12 circles about the size of a twenty-five cent piece on the paper. In fact, you might find it easiest to trace a quarter. Write in each circle one of the following words: ENERGY, PERSONALITY, SPIRITUALITY, INTERESTS, EDUCATION, APPEARANCE, LOYALTY, HONESTY,

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SEXUALITY and GENERAL COMPATIBILITY. You will leave two circles blank for specialized subjects you may write in later.

Sit at a table with the compatibility chart under your left hand and your pendule in your right hand over your Powell Multimeter. If you do not have a Multimeter, know that if your pendule swings back and forth, to and from your body the answer is "Yes"; if it swings from left to right then back again, the answer is "No."

Place your left hand flat, palm down on your compatibility chart and ask if these are right conditions to run a compatibility check on (say the name of the person you wish to check)? If the answer is "Yes," proceed, if "No," follow the ideas in the Issue 50. Let's assume the answer is a yes. Place the first finger of your left hand in the circle marked General Compatibility. Ask, "Is (name) compatible with me, my job, my office, or whatever you are searching?" Watch the response from the pendulum held in your right hand. If "Yes," proceed. If you are using the Multimeter, after setting the Meter to the X10 or percentage setting, you may ask what percentage of compatibility or incompatibility.

The next step will be to touch your fingertip to each circle and check each for compatibility. And, of course, you may re-phrase the question to give more complete data. As an example: "Is (name)'s energy compatible to mine?" Answer, "No." "Is (name)'s energy too high?" Answer, "Yes." "Can (name)'s high energy be channeled into productive energy for my business?" Answer, "Yes." And you can continue on from there.

Check each area for compatibility. The Multimeter will give you better working percentages. Only you, Judi and I are perfect (ha!!) so don't expect 100% compatibility from anyone. You must decide what level you can live with, keeping in mind a realistic viewpoint in either direction. There must be a way to find out what level you can live with. Think about it!

In the next issue we will move into map dowsing. So dig out that old treasure map or decide what or even who you would like to find. Keep 'em swinging . . .

❐

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These articles are part of the forthcoming new book, *Taming the Wild Pendulum,* to be published by Top of the Mountain Publishing, Largo, Florida.

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PAMELA LIEBERMAN
Editor

Congratulations to **Wyatt and Marilyn Woodsmall** for their success with the U.S. Olympic Men's and Women's Diving Teams! Prior to their work with the four teams (Men's Platform and Springboard and Women's Platform and Springboard), it was thought that the four teams, combined, "might" bring home one medal. Due to the NLP "coaching" by the Woodsmalls, the teams brought home three medals: a Bronze in the Women's Platform, a Silver in Men's Platform, and a Gold in Men's Springboard. See you in Atlanta!

Welcome to a new regular contributor, **Frank Gruber, MD,** whose column, "Real Therapy," debuts in this issue.

Speaking of regular contributors, **Wyatt Woodsmall** will return in our October issue with more of his "Cybernetic Epistemology" series and **Rene Pfalzgraf** will return with "Strategies, Part 2" in the same issue. (Both gentlemen have been busy with intense summer training schedules.)

Corrections/Clarifications

In the Special Introductory Offer for Rene's new Audio and Videotapes which appeared in our last issue, **Life Line Therapy™** is shown as a videotape — to clarify, this is a **3-audiotape set** (a great companion to his *Life Line Therapy™* pre-publication manuscript).

Also, a note from Phil and Norma Barretta informs me that the artwork which appeared on p. 3 of our last issue "seems to imply that Rene Pfalzgraf discovered the 7%/38%/55% communication concept." In case any of you also inferred that, here's the straight scoop from the Barrettas: "In fact, Phil and I introduced this information to the NLP community in our first NLP program in Los Angeles back in the early 1980s. We were then (and always have been) most careful to give credit to the researchers who originally came up with these percentages as early as 1969! ...(1) Birdwhistle and Winterspoon, (2) Albert Mehrabian."

On A Personal Note

Thanks to all of you who wrote and called offering support, encouragement and prayers for my mother and myself, creating a severe case of the "warm fuzzies" in both of us! Mom's doing great — and I'm thrilled to be back home, with life back to "normal."



Authors ✍

Joan Donnelly, RSW, MA, is a therapist in private practice in Toronto, The Human Dimensions Group, as well as an NLP Master Practitioner and Trainer with the Canadian Training Centres for Neuro Linguistic Programming, offering trainings to therapists in Toronto, Winnipeg, Calgary and Vancouver.

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Frank W. Gruber, MD is a practicing physician who is a Certified Trainer in NLP. Doctor Gruber treats patients with serious chronic illnesses. He uses many techniques of traditional and complementary medicine, including NLP and Homeopathy. He is currently involved in working with United States Olympic athletes to improve their performance.

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Tim Loebs MA, is a psychotherapist in private practice and owns Heart & Mind Psychotherapy - Innerwork for Life Changes. He is a Master Practitioner of NLP and co-owner of Heart & Mind Productions, a production company specializing in producing guided relaxation and self-help audio tapes. His initial tape, *The Advanced Self Guided Journey,* has just been completed.

Tim can be reached at Heart & Mind Psychotherapy, 1012 16th Avenue N.W., #118, Surfside Beach, SC 29575, 803-828-0096.

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Dr. Tag Powell is a world class author, lecturer, trainer and publisher. His books are translated into seven languages and include many best sellers, *Silva Mind Mastery for the '90s* and *Think Wealth... Put Your Money Where Your Mind Is!*

Tag, with his wife, author and trainer Judith, produces and hosts the award-winning cable TV show, *It's All In Your Mind.* Tag writes numerous articles, including monthly columns for three international magazines. Dr. Powell has been a full time professional trainer/speaker in the self-help and New Age field for over fifteen years, and has trained hundreds of thousands of people. He also has earned Master Practioner's and Trainer certification in NLP.

Tag and Judith live in St. Petersburg, Florida with their three Scottish terriers, Master, Buddha and Isis and can be contacted at Top of the Mountain Publishing, 11701 Belcher Road South, Suite 123, Largo, FL 34643, 813-530-0110, FAX 813-536-3681.

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Kirk VandenBerghe is a certified NLP Master Practitioner and Trainer with Facticity Trainings, Inc. In addition to providing training in NLP, Ericksonian Hypnosis and Facticity in the both the U.S. and Europe, he maintains a private consulting and counselling practice based in Seattle, Washington. Kirk's most serious NLP goal is to embody personally the NLP presuppositions in a context of fun.

You can reach Kirk at Facticity Trainings, Inc., Post Office Box 22814, Seattle, WA 98122, 206-283-4190.

✎ Art

Peter Joyes, who illustrated this issue, is an artist and calligrapher who was born and educated in England. After spending 17 years in the department store management business in the States, Peter resigned his position, sold everything he owned and, 15 years ago, began his rewarding career as "Peter Joyes, Artist." He is the author and illustrator of *Making Your Dreams Come True..*

To receive a mail order catalog of Peter's artwork and unique products, you can write him at 1916 Pike Place, #12-107, Seattle, WA 98101.

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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 1768, Boerne, TX 78006-6768. Beautiful color 11x17 World Healing Meditation posters can be ordered from them at a cost of only $1.00 each plus $1.25 posage for four or less.*

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Professor Charles Fisher, Brandeis University, Social Psychology of Consciousness

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