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What You Don't Know . . .

John La Valle

The question I get again and again from people is: "What is it that Richard Bandler does that makes it look so easy?"

Early in my training I met [Richard Bandler](#). Before I met him, I was told by many people, "You're crazy if you go to see him." "He's a mad man." "He's this." And "He's that . . ." I'm sure you get the picture. I didn't want to lose the opportunity to see one of the cofounders and so I went.

When I first saw Richard in the training, I also noticed that many others seemed somewhat cautious, yet exhilarated. I found this to be an interesting combination of states. I noticed immediately that Richard was able to keep them at the edge of their seats. I also noticed that before he gave out instructions, he was doing other things that had to do with the instructions.

So, when I noticed that Richard was able to help people change as quickly as he was, I was very curious about that. Every now and again, I find there is even more to learn than I thought there was, and I know there's more to learn! When I'm in seminars with Richard, I am in the training room when he's in front of the audience. Many people ask me why?

My response is easy: I still learn from what I can observe him doing, saying, etc. And I ask later on for the information I may have missed, especially when he was conducting a demonstration of some

technique, and I still appreciate those processes of deletion, distortion and generalization which are contained in each and every sentence, and utterance, and sequence in what he is doing.

While training with various trainers in the field, I didn't expect any of them to be cookie cutter robots of either of the cofounders, but I did expect some degree of continuity in the basic information, which I didn't find, except for those who trained personally with Richard and John in the early days. I wanted some consistency in my own training and so I decided to train more with Richard, since by that time, Richard and John had gone their separate ways and I had already become acquainted with Richard. Later, I listened to audio tapes, watched videos of others, and to this day, I'm glad I made the decision I made.

Coming to Orlando in March is Richard Bandler with his bag of magic: "[Design Human Engineering®](#)", and here's [Richard talking about DHE®](#) a bit.

People ask me how is it that we train for days without fatigue and with no notes! That's right, no notes, no book! Well, it's easy!

If you remember the phrase "The map is not the territory", and that means that the menu is not the meal, what I did back then was to realize that while the map is not the territory, the territory is the map, meaning that whatever exists on the outside of our brains started on the inside of someone's brain first (think Nikola Tesla). And so I thought: "If there is a training manual or notes on the outside, that had to come from someone's inside, so why can't I just build all presentations on the inside, and with that enough flexibility to apply those to various audiences as needed?" And that is exactly what I did. And I did it in such a manner that I can address a 15 minute presentation, or a day, or 10 days, whatever it takes.

While the basic skills of NLP will remain the same, DHE® is a grand opportunity to "Redecorate your brain", as Kathleen says.

There is still so more to learn and more to utilize!

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[The Best You](#)

Strategy for Grieving

by Leonardo **Silvério**

Many people grieve the death of beloved ones for months or even years.

So many people believe that "the more you loved the person, the more you will suffer", following that with "if you don't suffer for a long time, it means that you didn't love them". Must grieving be always such a long and sad process? Let me tell you a story.

When my dog died, and he was a very bossy and happy dog, I felt really sad. I cried like I would for any close friend or relative. People in my family were also very sad and crying when we lost the dog. After a few days of sadness, I decided to use some NLP on me. First of all, I noticed that my mental strategy began by remembering the dog - a mental image (Vr)- then I would push that image away

(changing submodalities), saying to myself "he is dead" (Ad) and would end by feeling very sad and crying (K-): -> Vr (pushing it away) -> Ad -> K-. Other times, I would think of him visually (Vr), then see that he was not there anymore (/Ve), ending by saying to myself "he is gone" and feeling sad Vr/Ve -> Ad - K>

I thought about these strategies and what bothered me most was that they were not fair to the memory I wanted to have of my dog: the grieving process was installing a strategy which would lead any thought about him into a negative feeling, being supported by the belief that "suffering means love".

What people do to deal with this type of suffering? Some try a "distracting strategy", that is to, as soon as they think of the person who has passed away (Vr), they think of something else (Vi) instead, putting a lot of effort on this activity, amplifying its submodalities, to really distract their minds as soon as possible. In other words, they install a kind of Swish Pattern, substituting the internal image of the person by a distracting one: Vr -> Vi -> K+, which makes them feel better at the time.

I particularly know that this is not really a good strategy because it has some side effects: I have heard close friends and clients telling me, months after their beloved ones passed away, testimonials like "I don't know why but I try to think of my mother's face and I can't, I have to go find a picture in my mobile... I am afraid I'll forget her!"

Well, things like this may happen when people do - first consciously, then unconsciously - this Swish Pattern strategy each time they think of the deceased person.

When my dog died, I decided to install a better strategy on myself. My strategy should end with any positive feeling (K+) and the feeling of "gratitude" would be it. So, my new strategy should start as before but with additional steps that would lead me to gratitude: Vr/Ve -> Ad -> K- ... -> Vr -> Ad -> K+, that is, I would think of the dog visually (Vr), seeing that he was not there (Ve) and say "he is gone", feeling sad, and I would let myself cry for a while, just as before. But then I would remember a time when I did something very happy with him (Vr), say to myself, "thanks for sharing your existence with me" (Ad) and feeling gratitude (K+) .

In the first day, the installation of this new strategy took something around twenty minutes but, after a few days, my mind was automatically running through it. In less than two weeks, each end every time I thought of my dog, I would automatically feel positive. In fact, he has died three years ago and it still works in a way that, when I want to feel good, relaxed and peaceful, I just think about him. I also installed the same strategy when my uncle died, with similar results.

One day, I told this story to a friend who is a Buddhist master and he told me, "what you have just explained to me is exactly what we teach in the temple when someone is grieving: Never end your thoughts with a bad conclusion or negative feeling; after crying what you have to cry, have any auspicious thought that will lead you to gratitude".

I feel very happy about this "coincidence", that a strategy to deal with grieving designed through NLP was, in fact, already being successfully used - validated - in Buddhist temples, for centuries.

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[Leonardo Silverio](#) is a Licensed Trainer of NLP™ in Brazil, who also enjoys metalism for the past 20 years! and is also an accomplished change agent!

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Perceptual Positions - Still Going Strong

by Dalia Nabil El Beih

Have you ever been exposed to a situation when you went bananas from a person to the extent, that you saw yourself crazy, and your voice was the loudest anyone could hear? And then later, you felt ashamed of your behavior and you wished there was a way out of there to control these negative emotions, rather than losing relationships with your loved ones...?

Unfortunately, this used to happen to me many times. I still remember the time when my child decorated all my furniture and the floor with honey... My face then turned red, screaming at his face and I couldn't recognize my unconscious behavior.....staining his face and clothes with honey, pushing him all over the floor. I can still hear his voice crying telling me, "I don't love you anymore." Does this situation look familiar to anyone of you?

I then practiced a useful Neuro Linguistic Programming, "NLP" technique, called the perceptual position technique, which helped me control my emotions and understand the situation from different viewpoints, my position, my son's position and a third person's position. This technique works well because when we are angry, we are overwhelmed with negative emotions, i.e. we are associated and we can't see the situation clearly.

First Position: When I saw the situation from my own position, as a working mum who hardly has time to clean up, I only saw a dirty place, and I had a furious face of a person who doesn't want to keep cleaning.

Second Position: Seeing the situation from my son's position, I saw a spontaneous creative child who wants to play, and explore things without thinking too much.

Third Position: In the third person position, when I am disassociated, as if I am watching a scene of a film between two people, I saw a heartless angry impatient mother, focusing only on doing things, and a loving innocent child who only wants to play... In this position, I was disassociated from my negative emotions and I could see the situation better - seeing clearly my life purpose as a loving mother.

After I practiced this technique, I was amazed how I could easily control my emotions...as every time I started getting angry, I smiled, focused only on my love for my child, and started listening to the NLP presuppositions which state that:

"Behind every behavior, there is a positive intention, be curious to find it and learn from it".

"The map is not the Territory"and so we need to "Meet people in their mind maps".

So, I learned from this technique that since people are different in how they perceive the world, I should always consider that behind every behavior, there is a positive intention from the perspective of the person doing the behavior, and not to focus on a situation from only my view point.

Do you get what I mean? I hope you can practice this technique and get over your anger forever.

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Author of [Discover Yourself and Be Happy](#)

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John La Valle

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