

SATURDAY 20/03/99.

BREEN & McKENNA.

Welcome and Presentation.

Meet three people.

Go for ugly people as well.

Logistical information.

Valuable - Public place.

Mobile phone, watches, except pacemakers.

Be on time.

Name badge.

Drink water, no hang-overs for good learning.

Fire exits.

Preferences for learning - posture, territorial with chair: change chairs, move your ass around except for hearing and seeing impairments.

AA books coming.

Welcome to people from other countries - Anyone from Kensington in case we need a lift.

Presentation of Staff members.

Info on Training.

How it is different.

Master is not better, it is just more material.

Learning doesn't come in level.

Prac. Seminar learning techniques as they were developed.

University learning (experts, knowing about) vs. NLP learning.

Master Prac. Seminar: How to work with the principles through applying the principles.

Create opportunity to try things out and make mistakes. Safe environment. No technical stuff you can read in books. Only obligation is to bring the other person alive!!!

You will eventually be able to invent new things.

Pattern of learning is quite different. Applying the process of NLP to teaching NLP.

Do NLP vs. talking about NLP.

The conscious mind messes around with learning.

Turn the attention outside, where the information is, not to the inside.

"I understand!" means "I have stopped questioning."

The strongest drive of human being is not survival, it is the avoidance of the unfamiliar, of the new [Virginia Satir].

Feeling an sensation of uneasiness is learning something new. "Dive into the abyss." [Bandler].

Michel Thomas: learn any language in 5 days, using unconscious learning process.

Bandler figured the seven rules of comedy.

Have fun while learning. As when you go to Disneyland, you learn geography easily.

Endorphins and laughter.

Starting to Laugh.

Pull your bigger smile with a sound to the person next to you.
Repeat with a "Ting." as in the toothpaste commercial.
Great in the tube to keep nuts away, in the office, with Jehova witnesses.
We will wantonly and viciously be making people feel good for no good reason .
If you want somebody to go somewhere, YOU go first.
Circle your finger and put them backwards to make goggles, while saying "Hau!!!, Hau!!!"
Excellent for breaking a process, a pattern. Example of interrupting a blocked meeting (slamming your hands on the table before and afterwards saying what they should do and how). And people won't remember, because they don't have a program for unexpected events.
Knowing when to interrupt and how to interrupt is a very important skill.
You have to loosen to let the creativity go.
Work during sleep, dreams.
"As the days/daze go by. You are here/hear with me."
About Bandler. "Don't try to figure it out, just sit back and relax."
Before the break, you are a secret agent, you'll have to make other people (like the ones serving coffee) smile and feel good for no good reason. **CB**.
Program yourself to be alive and kicking when you are tired.
Strategy for starting meetings making people laugh first.

BANDLER.

Stories on stupidity:

1. Rich psychiatrist who was trying to find himself in India.
 2. It is illegal to commit suicide in the USA. Policeman shooting the guy jumping off the the Golden-Gate bridge.
- "I always get to know the latest news about the President's penis."
"If you ask the wrong questions you get the wrong information."
To get a high (under drugs) person to calm down, reminding them about their past experiences when they calmed down.
WITH suicidal person, pull a gun and point it to them. When they go "Hey, stop! wait a minute.", anchor that sensation/state.
If you keep talking about depression, you have to get into the depression state to talk about it and get even more depressed.
I hope you stay here/hear (while touching your ear) all week long.
Anchor the confusion state, when people go "Hu-hum?!"
Nervo-linguistic vs. Neuro-linguistic --> "If it doesn't fit your model of the word, distort it!"
"Freedom is not about having new things to feel bad about, it is about having choice."
"All generalizations will destroy themselves at some point in time." "Words are not the actual experience itself."
If you cut a hologram in half all the information stays, except it loses brightness. This is the reason why "if you do not use your whole brain, you are not bright. ha, ha, ha."
"It is not that fear is bad, it is just that it has to be useful." There are good times to have fear, like when you see a beautiful woman through the opposite window, and you are married.
"Whatever feeling feels good, just double it!!!"
Look at my/your fingers, and the more you look the more tired your eyes feel, and the closer the finger get the more your eyes get tired and want to close but stick wide open, and when your finger will touch your eyeballs you will _____ (fill in the blank with the suggestion)
"If you don't feel good how is your client going to feel good. If you do not believe you can

solve any problem, how can he do?"

Think about a time when you were feeling reaaaaally goood!!! Now double it. Where does that good feeling come from? Where does it go? (Down?). From your shoulder/back of your neck to either back where it started or to another place (chest, feet, top of the head.).

You think about someone and the phone rings, and it's that person!!

Whenever you start to feel bad, don't keep that feeling, just shoot it out.

The mantra, as an inside voice, with a demonic voice saying: "Your ass is mine!!! Your ass is mine!!!"

"Personal power is the ability to know what you can do well and what you cannot, [yet!]."

"Rejection comes as a relief." if a person treats you badly when you go to meet them. "Just be happy you did not marry the wrong person, i.e. them."

When you make decisions when you are feeling bad, then you make bad decisions.

To make good decisions you have to feel good for no good reason.

When you wake up in the morning you should think: "Wow, am I going to survive another day in Paradise? There are so many choices so many opportunities out there!"

"Hesitation is the disease of this planet!"

We have not practiced enough feeling good. We do not know how good we can really feel.

If/when you smile and laugh you activate the release of serotonin and endorphins.

When you fear something, turn your fear around and make it spin the other way round. Then focus on the points under your eyes (1 inch below eyeballs) for determination. Then you can learn about what made you have fear, thus the more you fear, the more you can learn.

When you hear: "This is impossible!" it means "It's going to be easy!"

SUNDAY 21/03/99.

McKENNA.

Context setup for Hypnosis.

The crowd seems to think with just ONE mind.

Everything is hypnosis.

You can slowdown time (like when you are in a hurry in a queue at the bank) for baseball hitting, for F1 driving.

You can speed up time (like when are connected with internet).

Stanford research [Hillgard] with standardized tape recording for induction: 30% of population would go into trance in spite of the rigid induction.

Deep trance phenomena are: time distortion, amnesia, negative and positive hallucinations, pain anesthesia.

There is not such a thing as deep trance. It is just a label to describe a range of subjective experiences.

Trance: "Loss of the multiplicity of the foci of attention." [Erickson].

Watching TV therefore is being into a trance.

Plastic surgeon: "Before you go into a trance (presupposition) I would like you to remember a very delicate surgery you have been doing."

When you drive you think about many things but do not remember the last portion of the trip.

Old approach was authoritarian (command hypnosis); but if you stop smoking then you would start eating the next day, because it has not been done ecologically.

From state of relaxation to a state intense of focus, reverie.

Political rallies, rock concerts; people are transfixed.

Daydreaming (Einstein, Tesla, Disney) is very similar to hypnosis. A place where you could get ideas

[Book about the two brain hemispheres: "The mind's past." by Michael Gazzaniga].

Command hypnosis is great for stage hypnosis, but for a therapeutic purpose the emphasis is too much on the operator.

In a communication 7% words, 38% tone of voice, 55% body language.

First Induction Technique.

First you pace the person's breathing rhythm with the tone of your voice and then you lead by slowing down.

You don't have to pace every breath, just the bulk of it.

Demo on stage with assistant pacing breathing by raising hand.

"Take a deep breath in, and close your eyes, and now relax, and now relax your eyes, and now relax your mouth."

Laugh back (ecoposturale), "(.) you are laughing, some people relax by laughing, and keep relaxing." Always incorporate whatever happens "(.) that's right and as/the more you _____ (whatever happens) (as if you had meant it was to happen) the deeper you relax." [Erickson].

The operator has to go into a trance first, to lead the other person there.

When waking up the person, speak louder.

Downwards inflexion tend to have a commanding effect.

Exercise.

Group of 3, 5 min. per role.

Incorporate the weight of the glasses, the weight of the head, the shaking of the ground, the need to swallow, etc.

'Yes-set' and truism.

If you get an agreement on three statements, you are more likely to get an agreement on the fourth statements. Also nod with your head while making the statements.

Linking words: AND, AS, WHILE, BECAUSE.

Sales people, politicians, commercial.

If cannot hear, see, or be aware of anything then you are probably dead! (not hypnotized).

Second Induction Technique.

Demo on stage: Interrupting handshake then "Look at your hand, and notice the changing focus of your eyes, and as your eyes blink (which will happen anyway)/ [just as fast as your eyes close], and as your hand moves towards your leg, _____ (positive suggestions, double it, double it), as when your hand touches your leg you will wake up bringing all those good feelings with you, now!"

Exercise.

Stage hypnotists have a state of compliance. People come to be hypnotized. Presuppositions right from the beginning.

Everybody is suggestible. "Beanz Meanz Heinz.", "What colour is the carpet?"- "How do you

know?"- "Somebody told you." Start yawning in a meeting, and soon other will do as well. To pick up a person in public have them do something as stick their hands together, and pick-up someone who is very compliant.

You don't need to use hypnosis to have people do almost anything (experiments in social psychology). Words can be more manipulative than hypnosis. A doctor will manipulate your leg to help you out. Manipulation is not bad.

Hypnosis is everywhere, for example 'supermarket hypnosis' when a person is deciding between two different can brands.

A stage hypnotist relies on the fact that some of the people will do what you want and then convince other to comply. Social pressure is used. Ex. of not giving money to the beggar in the NY underground because the other ones did not.

Waking up every morning laughing might not always be appropriate. Better wake up in the morning feeling really good and full of energy.

Spielberg sometimes cannot eat breakfast in the morning because he is sooo excited about the day ahead.

Exercise.

Have the person relax, go back to a state of feeling wonderful and have it generalize to every single morning in their future when they wake up

Nice induction truisms and presuppositions: "As you make those little adjustments.", "You know what it is like to go into a deep trance.", "I don't know if you are going to get into a deep trance now or later.", "Your unconscious mind will surprise you giving a thought, a sound, a sensation/feeling."

You can have a soft voice but convey a sense of intensity; you have to go there first.

Truism use: "You like to feel good, don't you, you like to have fun, so you would like to go out to the cinema tonight!"

Make truism appropriate to the context, "you've come here today.", "we are in the hallway.", etc. **CB.**

BREEN.

Submodalities accessing cues.

The same pattern you use to "close your front door." (i.e. going inside) is the one that other people will use.

We are going to throw away all the labels (mother, manager.) to focus on the internal processes of human beings.

Another (different) way to close your front door is to imagine a black piece of paper just in front of your eyes. The breathing slows down, there is less movements when people hallucinates, just like that!

We are going to see what happens on the body in connection to the submodalities.

Invite to think about a pleasant situation that is important to the person (something they enjoy, something they would like to do more), and notice the change in their body/gesture.

When you ask a question you have to observe the person for change, transition, movement, then take a note of it (of everything) (head tilting, shuffling, moving the eyes).

Then compare to the things in common for all of three persons.

Exercise.

If you miss something, like you did not notice any movement, just take a deep breath in and relax, it will come again later on and you will notice. Don't start an internal dialog.

There is some mirroring between the operator and the subject.

The subject will always give you the answer to your question first non-verbally.

If the person is talking about something they don't like and is pointing to a point in space, get out of that space. When you talk about that bad thing do not point to it, just push it aside!

[Have the executive manager stand up and come by the window, to break things, to get him off his negative anchor of his chair].

The purpose of this exercise is to get able to make an educated guess through observation of NVC.

Key patterns: Eyes scanning for motion/still, eyes squinting for distance, color of the face changes when talking about colors, opening up the body for brightness.

Modal operators.

Difference between modal verbs/operators CAN, COULD, MAY, MIGHT, and SHOULD, OUGHT, NEED, HAVE TO, MUST. Try the negative ones as well as some people respond better to them.

Organize a hierarchy.

Exercise.

Going through the list, images can move across the midline, go down to up, dissociated to associated, change colors, etc.

Pay attention to modal verbs of people for persuasion purposes. **LB.**

BANDLER.

You should notice things like, when people repeat things.

"I have a fear of stairs."- "I am sorry, we don't do stairs!!!"- "Ahhhh!!!" and anchor it! Anchor the fear of wasting time, of hesitation, of boredom.

Story 1.

Woman: "I have a problem that I need to get distance from!"

Bandler: "I am going to fill in for a day, what should I do. At 2 PM I will throw myself on the floor, is that it?"

-- "No!!!" she goes like he was being fool. Thus she was just talking about her 'problem' in a different more humorous way.

Story 2.

A client's file (with the past therapies) contains everything that has not worked.

First session. Hypnosis see again his life and have pick him up a new direction unconsciously. Have a stamp done with "CURED." on it. Second session stamp the client's file with it.

Story 1.

Have the image move away to infinity and then come back, white it out and turn it off.

You cannot have a problem if you don't have the solution.

Story 3.

- "I would like to take that woman out, but she always looks. Which 'means' she ignores me."
- "No she doesn't, she noticed you, if not she would be looking away if she was ignoring you."

Miscellaneous.

Variant of handshake technique: Look at your hand and notice your life line and see how long it becomes if you close your hand and your eyes."

Book "Everything is under control." [Robert Anton Wilson].

The Cross sign is an Indian symbol (for 10,000 yrs) to help people go into a trance state. It has been borrowed by the Christians.

If you ask good questions then you will get good answers.

"How can you do that?, I can't."- "Yes you cannot, but how surprised would you be to find out you can!" and anchor their surprise and representation of them doing it.

"I listen for paradox, because paradox creates a change."

Persuasion: "Have you ever seen/done something that felt right? Anchor the sensation to fir it off when you offer/ask for what you want.

- "You are not realistic!" [everybody told Bandler when he wanted to sell big consuming cars during the oil crisis] - "No." "If you don't like reality, alter it!"

To sell the big Mercedes car he went to the Country Club opened the 4 doors of the car and said: "Who wants to be happy for the rest of their life?!" "Wouldn't you like to have a car that makes you feel really good every time you get on it?"

To sell the Cadillacs he would go over the street where a competitor was selling Toyotas, look at a car and wait for a person to come by. - "Are going to buy one of these cars?!" - "Yes I do. Why?" - "You must not have any children." - "I do." - "Then you must not love them/want to kill them." - "No, why?" Bandler would explain why a Toyota is not safe - "So what should I do?" - "Buy a car with a bigger gas tank! Come over and I will show you something!"

Working with paranoids. "Look, there is someone behind the curtain!", "Look through the windows!", "Look inside yourself, there a fear there! Take it out a give it to me." Bandler takes it and throws it away. - "Wow! I didn't even know it was there!" said the paranoid.

A guy told Bandler his fear was in the pit of his stomach! Bandler would launch his hand there and 'extract' the fear with a furious sound, then throw it away. The fear was not there anymore!

Persuasion: - "I am not going to buy a car." - "Are you sure?" - "Yes." - "Are you sure enough to be unsure?" - "Well, huum, yes." - "So let's go and look at the car!"

When you want a person to change their mind. Ask: "Have you ever made a mistake." and anchor the sensation when the person says "Yes."

To hit a baseball ball: have everything moving really slow and make the ball bigger.

To shoot a target: picture the target close and big.

Elicitation, Modeling, Testing and Installation.

Elicit and model strategy to wake up/get out of bed in the morning.

Try that motivation strategy to have the person pick up an object.

Adopt/install other's strategy.

Exercise.

Strategy to wake up witho alarm clock: 1. Take 3 deep breaths-in. 2. Small meditation on having nice dreams and about what. 3. Tell yourself: "OK, I have to wake up tomorrow at X o'clock." 4. Visualize a watch showing X o'clock. 5. Go to sleep.

When you try a new strategy out, it will feel unfamiliar, because it is! Keep doing/applying that strategy over and over until it becomes second nature.

"If you have a life, you should be doing something useful with it!" (Not spend your time assuming drugs).

When you help people get rid of their fear/phobia always put something else instead, give them a new direction by asking: "What will you do in all this new time you have free now?"

Cocaine addicts make their decisions of take some just on the visual representation and the associated feeling of a STILL image. You have to have them see a movie with the whole consequences of their acts to help them take a good decision.

When you want to meet someone just go to her and say: "Hello, I just wanted to meet you."

Pay attention to where people see their images, so that you can start putting things into that place.

At a party, just stick in front of the pastry cart and women will be coming at you.

The patient always tells you what their problem is. The woman said: "I have a phobia of gums chewing.", not of "gum-chewing." as the psychiatrists understood.

MONDAY 22/03/99.

BREEN.

Story of the spooky cab driver. You need to check for yourself if what I told you is right.

If you keep things from the past, you need to go back and look at what you have, because if you have it there (in a box for example) but do not know you have it, you cannot use it!

Strategy Elicitation.

"I will ask you some questions, but I don't want to be too nosey, I will ask just for the information.

Have the person into the state rather than talk about it.

Consciousness often interferes with the strategy. Story of the ant asking the millipede how he knows which foot to move.

While you are eliciting collect also the submodalities (as they are the ones which drive the transition in the sequence of representational systems). Also do what they do, i.e. mirror their accessing cues to see if the sequence of the strategy makes sense for you as well.

Exercise.

Motivation strategy [look notes on manual].

Story of the male nurses with two different strategies for taking blood. One visual, one kinesthetic.

Remember to find the TRIGGER, then the TEST. How do they know they should do something. Then after the OPERATION find out the second TEST that tells if they can EXIT or not.

Many powerful and strong motivation strategy are "get away from bad feeling." strategies. Intensity of the K is the key point. You can change the content which produces an intensive K but positive this time. Ex. of the seller thinking about his family. **CB.**

Joe McMoneagle. When people are very good at something they usually have a very good story about it. Ask for it so that you get it out of the way, ask for details, and more details, so that they get fed up with it.

Then have him go back into the state, of a particularly successful remote viewing. What would I have to do fill in for a day.

"I enter my Zen state." (moving back and forth). "It's like dancing on a fence." "It is like would could go either way."

Remote viewing is just organizing (in a structured way) our usual intuitions about things.

Optimization (through submodalities) of each phase of a strategy. When you intensify a phase, anchor it.

Remember to ask for the TEST. "How do you know you are ready to do it?" "Ohhh, you see yourself going and doing it."

Strategy Optimization.

To clean up a strategy, take out some (repeating) loops and/or stages, optimize stages (submodalities) to get to the transition threshold.

Exercise.

Strategy to be faithful is to focus on the thing you want to go away from (for ex. the bad consequences that could follow).

Confusion is a sign you have reached the edges of your current model, and that something new can happen, and been learned.

TOTE for a cup of tea: D.S.=I would like to have a cup of tea. P.S.=I have no cup of tea. D.S./P.S.=TEST.

TEST=Comparison between external/internal, D.S.=P.S.

BANDLER.

You can add consciously but not multiply.

Schizophrenia=People have a very small reality and they keep repeating it.

"He cannot perceive reality." Snap, snap! Great hypnotic suggestion for schizophrenics.

Having the image of Understanding in a different place from the one of Confusion, is the way we sort out what we understand and what we don't in life.

For the understanding exercise remember the sounds as well.

Time distortion to heal the itches and plague that would take 3 weeks.

Understanding allows you to make decisions. Everything in life is a decision.

Disappointment requires advanced planning. People always assume that there is only one way to do things that would make them happy, and of course that they cannot do. hey do not think about other options.

When something is not working thing about what you are not doing.

Have your future timeline and the location of your hopes for the future cross/at the same place.

Make the picture of Understanding, bigger, panoramic (widen the perspective), 3-D holographic, and go the back of it and look through it (have a new perspective).

If you have a picture (to make a decision for ex.) especially if it has details in it, make it bigger (20x20 ft) so that you can see the details better.

Make a fire next to catatonics to catch there attention (survival instinct comes in).

DHE Laughter and Adrenaline Installation.

Look at your hand., then.

Exercise.

Interrupting a single unit of behavior (like handshake), you interrupt an unconscious/automatic process, and then you can put something else there which will be automatic.

You can use your own movements and make them anchors., For example foot pedal for releasing the loaded spring to get back kicking ass, you just move your foot.

When you are getting bored you should not ask yourself "How long am I going to stand this?", but "How can I have fun?" Always ask yourself the right questions.

Flipper ball going always back up to bring you always new ideas.

People with phobia were using just one hemisphere, the other one was blank. So they gave phobic people a tennis ball to move from one hand to another in order to have utilize their two hemispheres.

When I have a feeling that I am certain, I tell myself: "Wait a minute, I must be missing something!"

The grayer your hair becomes, the more fun you should have. You should learn from your experiences.

Praise difference. What makes you different from the other is what the rest of the planet can learn from you.

Next time you hesitate slow time down and look at all things and see the sparkle in them.

TUESDAY 23/03/99.

BREEN.

Story of dog training through shaping (operating conditioning).

In hypnosis include everything that happens (."utilization approach."), with positive reinforcement. The more you reinforce the more willing the person will be to give more.

When you nod your head, make sure you don't nod it for difference purposes i.e. for a 'definite yes' and for an 'ambiguous hu-hu'.

The human nervous system does not know the difference between real experience and vividly imagined. It doesn't know the difference between its own thought and the understanding of another person's thought.

The TRIGGER of a strategy is what sets it off.

WITH is not just explaining it is also preparing the mind so that all the resources are there.

When you learn it doesn't matter what the expert say, but how YOU learn and how YOU think.

Exercise.

Telling 3 stories (see manual notes).

Tell a story, interrupt, install and anchor, finish, fire off.

Any story has information AND an (indirect) request. Through the story you the other's person mind into a direction/state.

Ambiguity allows you to (re-)direct the minds person.

For dyslexia: The kinesiology method, the Feldenkrais method. Physical (cross over) exercises.

Sort out the feelings when its right and when its wrong, and swap back when you feel its wrong.

McKENNA.

Process of learning. You learn to drive seeing how your father does, not understanding how the car drives.

"I watched tons of videos of people I liked, or that were successful." And then step into them and imitate, in order to keep what you like best. The person going like a metronome.

Reading the words from the reflection in the pupil of the eyes.

You can spend hours trying to imitate someone consciously rather than attaining to your inner unconscious resources.

You can go into an hypnotic trance and put Erickson head on yours and then act like him.

Make suggestions that will last for just a specified amount of time. ex. you cannot relax for a while if don't set the alarm clock.

Send the conscious mind off on holidays on a nice thought.

Go a library of video tapes of the tapes.

Build a psychological, physical and physiological map.

Yes-No for with finger.

Just for 5 minutes, within the same room.

You can step into other perspectives before a negotiation meeting with this technique. **LB.**

BANDLER.

"I cannot be hypnotized." means "I cannot relax properly."

In persuasion: ask someone out, or to sign a contract, point the finger up to the right, saying "do you see my point."

Sleep management technique?

Use NLP to higher or lower your heartbeat rate (modeled the yogi).

Time distortion derives from difference in perception between the phovic and the peripheral vision.

"Back from the abyss." new Bandler book.

Women's lip get bigger just before kissing. So you know when to go for it.

Take a good feeling (a part body feeling) and spread it out through the whole body so that it keeps running and running.

Double induction technique.

Exercise.

Match the breathing of the person, flare the nostrils to see if they follow, then show fear and when he follows, anchor it.

Invert idiom, forth and back instead of back and forth.

Open your eye up and let more through the cloth [to see the tattoo].

Take your fear, make it spin the other way round, and that (good) feeling will start spreading in the whole body.

WEDNESDAY 24/04/99.

BREEN.

Bandler's works seems very easy and simple but there is a lot of work and of errors behind it. Whenever you start communicating your either start with truisms (yes-set) or with anecdotes. Basically you want the person to get on board with you. Always start an hypnotic induction with truisms. "I am not sure if you are aware of certain specific sensations." If you keep shifting the attention to different parts, new sensations will occur.

Language Patterns.

Modal operators.

Quantifiers.

Causal model line.

Simple: AND, BUT.

Implied cause: SINCE, AS, WHILE (if this. then that).

Strong: CAUSES, BECAUSE, MAKES, COMPELS.

Mind reading.

The set-up is the most important part of the hypnotic process.

Always MARK You chunks of suggestion, either with tone and/or body language.

In business when you hear the description of the problem is hold together.

In business you can use the other person's last statement as the first truism before you suggestion.

Hand clap test. have them push together and after a while: "and as you continue to push TRY in VAIN to pull your hands apart."

Have the feet glued to the floor shifting the weight on it.

STILL is an ambiguous word. Go deeper still.

Writing down language patterns.

Induction with language patterns.

Exercise.

Include in the language what is happening (smiling, nodding) then mirror the person to eventually lead non-verbally.

Talk about what you want the other person to accept. Then touch the shoulder saying: "Do you feel this. (so that the person starts accessing the yes) should be an important part of your life.

Ambiguity of words is very precious: Right, left, knowithno, read/red, etc. **CB.**

Always have and keep in mind the DIRECTION you want the other person to go.

Whatever bit you change, it will have an impact on the rest of their life. So make sure the direction, and that the change is ecological.

Find a state the person wants to have more often and when, build it up, anchor it, attach it to a trigger, have the good feeling spread through past and future. Then make an energy ball of that good feeling and fire it on someone.

The same way there is a smell of fear, there is smell for every feeling. Smell when someone is lying, smell when a woman is ovulating.

Learn to use your olfactory sense. Learn to smell.

Go there first. When you find yourself thinking too much, just go back (yourself) to the state.

Learn something new EVERY day. But experience a new feeling every day. Like warm intelligence, cool clarity, etc. Use the submodalities.

Relationship style: for example with a dentist, "When I feel pain, the dentist screams."

Even when you have done the work yourself (for pain control) always give the praise to the other person.

Numbness from the cheek for pain control.

Exercise.

Play with the sensation, put ice on it, pain jelly.

When you say something dumb, have the person rewind the video+audio to just before you said it.

Noticeable difference. If you want to cool one hand, warm the other one.

Always give something to compare against.

Eyes closed, arms extended, one with a balloon, one with a heavy weight.

Hands on lap, one warmer, one cooler, have them focus on difference.

The hand is always pushed down by gravity, go into a deep trance JUST AS FAST as you hand is gently and honestly going down towards your leg.

Fractionating. You emphasize the learning process by allowing repetition.

Feel the relaxation ALL OVER (ambiguous the body/again).

The person you are inducing is not the one you are looking at, is the one whose breathing you're matching.

Reversed double induction. You stare and talk to one person but match the breathing of the second one, and thus get both into a trance.

Exercise.

McKENNA.

A good way to improve your self-esteem is to think about a person you know loves you, become them and see yourself through their eyes. The more you do it the better your self-esteem will be.

Exercise.

Every bad feeling and every problem can be seen as "another opportunity to learn something new!"

NLP= Interior Mind Decorating.

Demo on stage: get to feel really in all places, all time. Mixing several good feelings together.

It's not drugs do to you. It is how you react to them. Drugs are a code for the person to respond. But so are words! You get to be the pharmacist with just words.

Exercise.

You can boost your immune system through imagination. Story of the children with Virus Puppets and Policemen Puppets. Then just imagine more Policemen Puppets.

You can put a thermostat on your levers, so that you cannot over-boost your immune system which would not be healthy.

You can speed-up the inner software for healing, for cicatrization. Now it takes the time it takes because nobody told it to go faster. You can tell to do it differently, creatively and better as well.

Install lever for boosting immune system.

Exercise.

Install first in the past a flashing red WARNING just before situations were you made a mess.

Find endless variety within a woman.

Install a dream inducer or why not a lucid dream inducer.

Make a gift to someone. Install whatever feeling they want.

Exercise.

THURSDAY 25/03/99.

BREEN.

Story of squirrel.

Strategy Patterning.

You have to pick up the criteria (of sorting out their life, strategy) of the other person in order to enter his system and have your idea accepted.

"I have not had any problems with Sony, I have had problems with other brands, but not with Sony." You have a lot of information on this person's criteria/strategy to sort out/make decisions.

Decisions can be based on brand, what I don't have, what I have already, something new I want to experience.

You can say "I don't want this kind, I don't want that kind." instead of saying "I want that kind."

Ex. of the hi-fi at Dixon's.

I don't care too much what it looks like, want a mini-disc, a CD, a radio, within these specific brand. This is a set of CRITERIA.

It is much better always two have to choose between three options rather than two.

Always pay attention to the temporal predicates: BEFORE, AFTER, TENSE OF THE VERBS, and to the MODAL VERBS.

Moving TOWARDS something (I want, I have), or AWAY from (I don't want, I didn't have).

SAME or DIFFERENT as/from what came before?

"I am looking from something different." Different from what?! that way you get their criteria.

Elicit the buying strategy: motivation, information, decision, convincer (that tells you when something is done or not).

CRITERIA, SORTING OUT THINGS, TIMEFRAME, BASIS OF COMPARISON.

Just listen LITERALLY, because that way (staying on the surface structure) will have to ask for more information.

COMPARISON between internal representations and external inputs, are quite important.

Comparison between internal and external representations, between different types of representational system (visual, auditory).

Some VALUES may be lived but not spoke and vice-versa.

Pick-up the language pattern as well as the analog/NVC: "I really need to." Just tell him "You really need to." with same gesture.

VERB TENSE, TEMPORAL PREDICATES, TIME LINE (."In the past.," I really look forward.").

TOWARDS/AWAY FROM, REPRESENTATIONAL PREDICATES, MODAL OPERATORS (change of operator before decision and after the decision), CHUNK SIZE (abstraction vs. specificity of description).

It's all there, we just have to open our eyes and ears.

All the language patterns are connected to a strategy.

Patterning is useful to direct your behavior towards the other person. **CB.**

McKENNA.

Metaphors.

You can use them as Trojan horses (quotes, story about other).

The story influence not only because of content but also because voice tone.
"You might wonder what it is like to (slight pause) go (mark with tone) into a deep trance."
Induce a trance in a nice and covert manner with a personal story.

Exercise.

Look 'through' the head of a person to induce a weird subtle input.
Re-pattern past experiences. o back into past time line and color code the negative (red) and positive (green) experiences. Have magnet/zipper/net go all the way back along the timeline popping out the red signs, and then come back to the present amplifying the green ones. You don't have to get all the experiences, just the major ones, because you will build a generalization process.

Exercise.

Tapping foot or snapping finger a very good anchors. For ex. "More (snap), more(snap), and more (snap)."
Demo on stag: 3 people touching their hands in a circle. Each ones builds a really strong feeling of pleasure and then shares it with the other ones through the fingers.
All together in the room making a big circle.

BANDLER.

When people start paying attention it's when the trick is already over. Ex. of the trick with the deck of cards.
Motivated, excited, thrilled, lucky, determined, then 5 different anchors that you fire together when person is eyes open.

Exercise.

Start realizing there is something special about OTHERS as well as about you.

FRIDAY 26/03/99.

BREEN.

"You want to keep that for when you will need it." (while gesturing pushing aside).
Once you have figured out how the whole things works, first you feel almost as if you are acting it out, but then it becomes a habit/unconscious.
You can install a 'dump' (or 'shit out' or 'piss out') button in your control room to get rid of bad feelings for ex.
How can we take something that happened in the past and make it better, the way it should have been, for the future.
We are going to take all the learnings that we have, and take the all the juice (make it better), for our future.
Our nervous system does not have time. No difference if you visualize something from your past or future. You can take your learnings from now and integrate into your past experience so that eventually your future will be better.
Nostalgic daydream is a good way of recollecting good states/feelings from the past.
Take 5 very best (learnings) experiences from the past. Amplify them and bring them to the beginning of the Seminar. Then rerun all the learnings and filter all the learnings through this great feelings, make tomorrow, next week,, to five years have.

Exercise 15 min. each.

You can use your dreams to sort out things, to understand.

Language patterns.

"Happy clouds.", "Miserable day." The person has to make up something to understand i.e. to go inside.

CONVERSATIONAL POSTULATE: Can you do me a favor.

Use of negation: "I don't know if, "You might have not noticed." in order to negate something you have to presuppose that it is there first.

Fake choices. "In trance now or later?"

Text Analysis.

Any separate section within the paragraph?

Patterns of language.

Presupposition, inferences.

Exercise in group of three.

Homework: finish at home. Review language patterns in manual.

McKENNA.

Practice, practice, practice! Practice makes perfect. Analyze language patterns, write your owns.

"The person that sets the agenda control the outcome of the debate." [Chomsky]. The way you phrase/frame the debate sets it all. Ex. "The benefits of hypnosis." vs. "The danger of hypnosis."

Freud's work on group psychology and Gustav Le Bon.

"You can't hypnotize me." means they are afraid you can.

Post-hypnotic suggestion: "Whenever

Hypnosis provokes a change of perception.

Ex. of negative hallucinations, train noise.

1 sec. tape loop with one word, after many repetition you perceive new things, new sounds.

The conscious mind always looks for something new.

Same thing with staring at the crystal ball.

[Space out vs. break down into the room].

Stare in each other eye fixedly, as the perception will start to change, keep your conscious mind quiet.

Exercise.

BREEN.

Keep your inner voice quiet, don't interpret, just let the experience unfold.

When you lock in the phovic vision, the peripheral comes in. In normal life our brain makes up the image for the blind spot. So we use that to have our mind produce something different.

What you see (future, past, creativity) depends on your intention.

Demo on stage: 3 men, 3 women, becoming just 2 person. One makes the voice, another is the body and head and one is the arms.

[Mixed state communication?].

The quicker you go past the "Oh, this is silly!" attitude, the quicker you can start to learn. When you speak in public, it is what it is in your peripheral vision that is important as the person there think you are not looking at them.

Mandy LANGFORD School for hypnotherapy. **LB.**

BANDLER.

You can have more than one timeline.

Ambiguity work because the mind has to keep the ambiguity alive till the end in order to finally decide which meaning to give.

Post-hypnotic suggestion on girl under anesthesia, "I know with no recovery takes a long time."

Listen to what you say because you might be giving negative suggestion unknowingly through ambiguous idioms. Then correct whatever you might say.

While the patient is under anesthetic, talk about all the miracles of spontaneous remission.

Placebo works because people believe in it.

Do you utterly believe in something. See where their image is and stick the jelly pill/placebo in there. Then anchor the whatever you have put (."ouiiiie."+the hand) and fire it off.

Story of the broken microwave brought to have replaced. Try the negations to see if the person is a polarity responder, like "Don't close your eyes."

Ask the hospital all the files with spontaneous remission. There are lots.

"Your cancer is malignant!" The guy thought it meant it was gone and that he would get out soon.

"Do you believe breathing good?"

Cup your hand, put it flat with a sound, move your body in relation to your still hand. Put a placebo full of magic and throw with shoot/(.) it at them.

People react to you moving images because you are walking in their model of the word.

Panichiasis. The person got his "nose stolen." in the trick play to children. somebody forgot to give the nose back to the person!

You can still detect/understand a task even if you cannot perform it yet. x. if the little girl "Litha." vs. "Lisa." Make an effort to listen and hear even if you cannot use yet all language patterns, at least detect them.

Put new learnings into your past time line so that you have now so much more time to have thought and elaborated about it.

It is all about making new learnings old.

You can speed up time in your unconscious.

Listen to yourself talk so that you know if what you say makes sense or not.

"You will have to learn to live with this skin rash or jump off the Golden Gate Bridge.", when he got cured then he felt suicidal.

Tell me "one word at the time."

SATURDAY 27/03/99.

BREEN.

"Advanced Techniques of Hypnotic Psychotherapy." All papers from Erickson. [Bandler went and you] go through the book and did every single phenomena in the book.

Breen pulled "Trance-formations." apart and pasted bits and pieces. He started to use at least one language pattern in each every day conversation, even the wildest.

[You have to get to the ludency (play/game).

Take transcripts, write them down on a large piece of paper, and analyze every single language pattern.

Make two pages of examples for each LP.

Eventually you will become so familiar with LP you will be able then to focus on mental patterns.

Think about a useful state to be in when you exercise LP.

Exercise.

You can use amnesia to forget to feel bad about something (that for ex. happened in the past).

When you listen complex presuppositions and too many stacked negations, you cannot keep track of all of them consciously, this way the message drills its way through. Yes/no, yes/no, yes/no, yes.

Bandler text analysis. We are looking for patterns to duplicate.

Exercise.

Look for repeating words/patterns like "Instead of", "clearly" **CB**.

BREEN, McKENNA.

Two great communications. Richard Feynmann. Rocket scientist. Candice Hurt "Molecules of emotions." Chemist. Two great communicators.

Homework: Erickson text. Study the patterns. Make a paragraph of yourself with the same overall language pattern.

McKENNA.

Stage fast hypnotic induction: it is not the snap of the fingers, it is what happens before, context. You frame the evening right from the start. You will always hear and see, thus everything will be experienced as hypnotic experience.

Sort out the audience with the balloon/heavy book with the hands.

Thus you also set up a pattern of agreement (similar to yes-set).

Bring ten persons on stage. Take the 2 better, have them fall backwards in your arms, thus they have to show you trust. The two show the other what they how to do and how quick that can happen.

Then cover all the ways (quick or slow) to go in trance.

Stack-up lots of presuppositions and indirect suggestions.

Set-up an anchor (with all the safety parameters, time, place, etc.) so that they go back to trance with a finger snap.

Wake one by one saying just to who you touch the shoulder. "Relaxing isn't it?", "Heard and felt everything.", "Feel good?"

Increasing request. Being on a horse, milking cow, you're Miss World and stroke your leg, etc., return some to the audience that are not deep enough.

Have them become Martians and talk and act in strange ways. Then have an interpreter ask them questions. Have them tell them a joke saying it will be very different sense of humor and surreal.

Have them become the greatest liars in the world and remain straight face.

Hypnosis for the people on stage allows their inhibitions to disappear and say funny things.

Have them put your x-rays glasses and see the audience naked. Some will hallucinate, some will not but act as if they saw people naked.

"I could sell lot of these glasses!"

"I am going to remove the suggestions." Completely yourself in every way. All suggestions were just for fun and entertainment. Positive suggestions.

Trance logic. Negative hallucination of the chair, have the person walk through, he walks around. "Why did you go around the chair, I told not to see it!" - "What chair?"

Question the people afterwards about their experience.

"By/buy now."

Excitement is contagious. Ex. of the person who would sell anything just out of the pleasure of selling, he was so excited about it.

A person had emphysema. Bandler had him all the way back in the past and erase ALL evidence of smocking. He had a spontaneous remission. He won't even see plain evidence of his past compulsive.

If a person starts shaking while getting under hypnosis, then tell him the more he shakes, the more he will relax, the more unpleasant memories will the more pleasantly he will be able to think about it.

Aluminum foil and tape recorder for security. Electric bars.

State of deep trance, have the sensation spin and make it deeper, and deeper, and wider, and wider. Have it go like a needle through all your CHAKRAS. Have that energy circulate. Anchor visually (color), auditory (name), and kinesthetically so to be able to access that state easily.

Exercise.

BREEN.

Have your energy spin go out and then enter another person. **CB.**

Exercises series.

Metamodel.

Interviewer, person, observer. Use of the metamodel so as to chunk down what the real problem of the person is.

Presuppositions.

Group of five, specific purpose (sales persuasion or seduction), each one in turn says a presupposition. Then write down whole paragraph with stacked presuppositions. Person may/can oppose one presupposition, but the more are stacked the harder it is to oppose them all systematically.

Anchors.

Story of the dog and the visual anchor of stroking it.

Comedians can place anchor when people laugh and then fire it off later.

You can set an anchor for a state YOU specify, for example, if you talk about being clear and efficient while snapping the fingers, then you can snap the fingers to the others so that she becomes clearer and more efficient.

You can use spatial anchor for REFRAMING. A spot for every part.

Anchor a limitation with a BIG polo mint, and then show a very small polo mint.

SUNDAY 28/03/99.

BREEN.

Technology and Magic [Arthur C. Clarke] and the other way round.

Magic and placebo. Story of the colored pills given as a placebo.

Doctor: 20% don't make it vs. 80% make it.

The way you present the placebo is very important.

In organization you don't have to change everybody, you just have to change a few people and then the rest will follow.

In corporations: "How many change initiatives have you made within last year?", "How many went through?"

The magic comes from [setting-up appropriately] the environment before doing any intervention.

Magic belief like "everybody that you meet has the possibility of change and transformation, they just need a trigger.", "Everybody is different and interesting.", "Everyone I meet wants to get something good, and/or to make you good.", for example the public that goes to see a show does not want the actors to screw-up, they the actors to succeed. "Everybody is intelligent."

Go back in the memory when you have changed your mind about a person, when you noticed something about somebody you had not noticed before, how you felt then. Three examples, put them together as if it was one movie. Amplify the state, then disassociated representation of you like that, then nail it with the change of belief. Then step back into this representation and ask you "When/how am I notice something new about the person I am working with?" Finally generalize into your future [timeline].

Exercise.

The magic that you have is in the ability to change your perceptions. or ex. physiological perception is magic. The orange is not orange [color] it is just our perception of [reflected light of] the orange.

Science may be right but it is just historically and at one point in time. Ex. of optics as a closed field and of the revolutionary discovery of laser.

There are NO paradoxes in Nature. Nothing in Nature contradicts itself. Paradox exists just with representations of the Nature.

Instead of forcing down people's throat a new concept/change it is better to have first acknowledge something, i.e. change their perspective. Then people will call you back for more.

In corporations you don't go to teach them as the expert. You first tell them stories, listen to what they say and repeat it with their criteria words and analog. **CB**.

McKENNA.

Future life projection [."Future Dreams."] under hypnosis. 2000 persons and 98% had the same 4 scenarios, 3 of which were apocalyptic.

You can go to the end of your life and look back to see what you like to have had more of or less of.

You can ask yourself/your unconscious where you are going to be in X years time, then see if

you like it. If not ask yourself where you would like to be, and what are the necessary steps. Induction technique. Imagine yourself from the outside being twice as relaxed, and then step into that picture.

If people can't see, can't do, then it might not be appropriate for them.

Demo on stage: future life(s) projection.

Exercise.

McKENNA, BREEN.

"If you don't have the answer to a question, go to the Universe next door!"

Watch out for phonetic ambiguity "Your past lies/lays behind you."

"Angels can fly because they take themselves lightly!" Don't become a **nerdo**-linguistic programmer.

Double induction by Paul and Michael. **LB.**

BANDLER.

Keep a low profile and enthusiasm when going back to the real world.