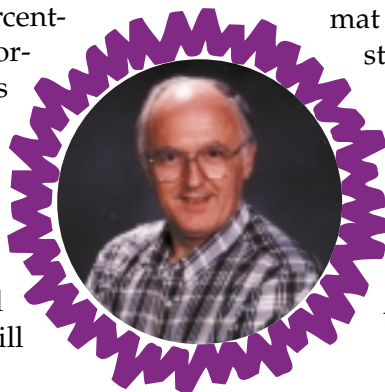


NLP IN AMERICA

by Bobby G. Bodenhamer DMin, co-author of *The User's Manual For The Brain*

THOUGH faced with many challenges, NLP still remains very much alive and well in the United States.

In *The Sourcebook of Magic*, Michael Hall and Barbara Belnap list 105 NLP training institutes in the US. Though I have no way of knowing the exact number of NLP institutes, this estimate in itself speaks of the vastness of NLP in this country. But in measuring the impact of NLP within the United States, we must really move beyond the consideration of its training institutes. This is because NLP has most definitely arrived in the corporate world. Indeed, as an NLP trainer for nine years now, the highest percentage of my students has come from the corporate world. These business professionals in turn take their NLP knowledge back into the corporate arena, utilizing their skills in the various contexts of their particular profession. Does NLP work for them? You could ask Tony Robbins, although he might be difficult to get hold of, having had people like President Bill Clinton on his list of clients.



ing which has continued now for four years. (Expect *The User's Manual For The Brain, Volume II* when we put the Master track into one volume!)

In *The User's Manual* project, my writing-partner L. Michael Hall PhD and I have stressed a central idea: that "the difference that makes the difference" is not found in submodality or "quality" distinctions of the internal representations, but in the meta-levels of our cognitive processes. In writing *The User's Manual For The Brain* I operated from one primary frame: write in order to make NLP understandable to the average reader. Feedback received from readers has been encouraging and indicates that the manual does present NLP in a format that the average reader can understand.

Bobby G. Bodenhamer DMin
www.neurosemantics.com

Here's a taster exercise from *The User's Manual For The Brain* for you to experiment with:

I am currently in my seventh year of teaching NLP at a local community college (Gaston College) in the corporate/community education department. Public school teachers receive Continuing Education Unit credits by taking these NLP classes, as do other professionals such as accountants, nurses, social workers, etc. My college courses have grown to be some of the most successful courses ever presented in the adult education department.

The User's Manual For The Brain, published by Crown House Publishing, is a direct product of my Gaston College class. It presents the development of a training module for an adult class in NLP – beginning at the beginning and going sequentially through the Practitioner model. It represents almost seven years of teaching NLP and receiving feedback from my students and clients. I well remember starting my first course at the college in the fall of 1992 – we began with eight students and planned an eight-week course for a total of twenty-four hours of training. The students loved the material so much that they wanted more, so I busily began preparing a manual for a second twenty-four hour one-quarter course, and then a *third* twenty-four hour quarter. Not satisfied with seventy-two hours of NLP training, these students wanted full Practitioner certification, and so finally I put together additional materials for 130-hour Practitioner certification training. Through the encouragement of these students and those in the second year class, I began the Master Practitioner train-

Recall the last major argument you had with someone.

Associate into your body (**first position**) by seeing what you saw, hearing what you heard, and feeling what you felt.

Do you still feel the same negative emotions you felt then?

Now, imagine yourself floating out of your body and floating into the body of the person you argued with (**second position**).

Look through their eyes at yourself. Notice how you looked during the heat of the argument.

What tone of voice did you use?

How do you feel as you look at yourself and hear your tone of voice? Now, imagine yourself dissociated from the total event (**third position**).

Move yourself off to the side where you can see both yourself and the person arguing with each other.

How do you view the argument from this dissociated position? Notice your reaction and feelings and how they differ in each position.

Has your perception of the argument changed now that you have been in all three positions?

Would you have given a different response to the person had you done this during the argument?