



# Midwest NLP Monthly Muse

May 2005

Volume 15

*See the end of the newsletter for many local upcoming events!*

*NLP Defined!*

*• NLP is an attitude, a methodology, which leaves behind a trail of techniques  
(Richard Bandler)*

*• NLP considers not reality, but the maps of reality that guide our thinking and behavior.*

## IN THIS EDITION!

**Intro:** Welcome To Issue #15!

**Article:** “Can’t, Should” and other Modal Operators of Necessity and Possibility

**Article:** Normal? Socialization, Domestication & Consensus Hypnosis

**Book Review:** Blink

**More!** May/June NLP Events

**Must see!** Upcoming local workshops & events!

## Welcome to Issue #15

In the last issue, I started with the question: ***In How much are we influenced by what we are not conscious of?*** Why do we really buy the products we do, order the foods we do, choose the partners we do? What is it that makes us feel a feel like “things just don’t click with some” while feel like connection to some people instantly?

I will continue this theme with a bit of a different focus. In the first article, the language patterns that show up in so many conversations, the language patterns that are really reflecting the speakers “map of the world”, the same language patterns that are both limiting and empowering individuals and groups... in the case of modal operators, they are for the most part, limiting. In the second article, I raise questions and point to the process of socialization and ask the reader to question what they have learned and how it effects your life today.

I left the book review “Blink”, by Malcolm Gladwell in this edition as it so elegantly offers example after example of how so many of the decisions we make are outside our conscious awareness, and how so many people ‘make up’ what appears to be logical reasons for what we do!

### ***How do you truly want to live?***

So often, too many people do not believe they have choices, or a decision in their life. This manner of thinking is sometimes due to simple denials of what is possible; other times it is due to a lack of awareness of choices, of options, of new ways of doing things, of a way to improve one’s situation or simply to live a more in a more fulfilling manner while doing exactly what one is doing now! I urge all of you to read on, notice how the modal operators and how the process of “socialization” are effecting your or those in your lives today...and then make a conscious choice on whether to continue how you are living, or come alive in new and exciting ways!

Namaste

Feature Article->

"The mind opens doors, the hand cannot reach"

Jon-Henri Damski

"The greatest discovery of my generation is that human beings can alter their lives by altering their attitudes of mind"  
-William James

*Jim Accetta* 😊

## Can't, Should & other Modal Operators of Necessity & Possibility

You can't! You should! You have to! Whether it is from those people in our lives who think they know what is best, or from the annoying gremlins or voices inside our own heads OR it's us talking to others... Can't we? Should we really? Do we really have to? For years I was labeled with having an authority problem, because I did not believe I really had to do things according to such dictates (some people would still say I do!). In the learning's of NLP, we have learned many language patterns... in the Structure of Magic; Richard Bandler identifies at least 13, two of which are modal operators of possibility and necessity.

***These are limitations of our thinking and subsequently of our language!***

Think about these sentences:

- You can't go out with your friends on Friday night
- It must be finished by Friday.
- I can't improve my situation.
- I have to make this career move now.

### ***SO, WHO SAYS SO?***

A few other responses could be:

- What prevents you from going out Friday night?
- What would happen if it didn't get done by Friday?
- What stops you from improving your situation?
- What would happen if you don't.

These are referred to "Modal Operators of Necessity or Possibility". They have inherent in their structure the belief that certain things are not possible or that certain things are necessary.

### ***AS IF WE DON'T HAVE THE CONSCIOUS CHOICES WE DO HAVE!***

In the NLP practitioner training we spend days (at least 3) on language patterns alone! Playing with language, learning language patterns, recognizing the patterns limiting patterns in our own thinking, becoming aware of the how others limit their experience, hypnotic language patterns, patterns of influence AND how to effectively respond, deal with and change the limiting patterns as well as how to effectively use them in our own relationships and communication situations.

Which of these do you identify with? Which of these would you like to challenge more in your life? If these are familiar to you AND you want to move beyond such limitations, please contact me at 847-749-0759 or write [jim@trulyhumancoaching.com](mailto:jim@trulyhumancoaching.com) today!

How do we come to speak and think in such a manner? See the next article for “the bigger picture”!

## Normal? Socialization, Domestication and Consensus Hypnosis

From the very moment we are born, throughout our childhood, moving through our teen and young adult years, up until this very moment, we being socialized... The process of **socialization** is defined as the learning process that occurs shortly after birth. (see [http://anthro.palomar.edu/social/soc\\_1.htm](http://anthro.palomar.edu/social/soc_1.htm) for further information) Certainly, we it is important for us to live in the world... BUT: How much of what we learn helps us to live effectively? How much of what is taught to us limits our unique humanness in the guise of fitting in the social structure?

In “The Guide for the Four Absolutes”, Don Miguel Ruiz refers to our **domestication**; stating: “We are so attached to our images, to our beliefs...<and>...even if those beliefs create a life of drama and emotional pain, we resist the change.” What have we really learned in our childhood, from our parents, in our schools? How does it serve us? How does it limit us? How does it help to create drama, limiting beliefs, stifle us? How does it lead to our fulfillment, our ability to live from our true humanness? To reach our true human potential?

Charles Tart, PhD and author of “Altered States of Consciousness” refers to our these same processes as “**Consensus Hypnosis**”. To quote an article by Charles: “*Consensus trance induction Ñ the process of learning the “normal waking” state of mind -- is involuntary, and occurs under conditions that give it far more power than ordinary hypnotists are ever allowed. When infants are first subjected to the processes that induce consensus trance, they are all vulnerable and dependent upon their consensus hypnotists, for their parents are the ones who initiate them into the rules of their culture, according to the instructions that had been impressed upon them by their own parents, teachers, and peers.*” (see [http://www.cantrip.org/charles\\_tart.html](http://www.cantrip.org/charles_tart.html) for the full article). This is similar to the point of view of the book “Blink” that I have left in this issue from last issue. How much of what we do is “free will”? How much is a result of the consensual hypnotic inductions that we have come to believe?

Don Miguel Riuz speaks to the great importance for us to break out of such barriers in order to reach what is truly human in all of us! The process of unlearning he refers to this as becoming a “Mastery of Transformation”; engaging in the process of unlearning what we have already learned. I refer to it as becoming truly human—learning what is truly important to us, getting in

*“We all have ability,  
the difference is how  
we use it.”*

*-Stevie Wonder  
(thanks to the cookie  
guy)*

*“The open heart  
says, more than  
anything else, ‘Go  
on, ride the horse  
backwards. Let  
the impossible  
unfold.”*

*-Arnold Mindell  
“Riding the Horse  
Backwards” 2002*

*"Love takes off the masks that we fear we cannot live without and know we cannot live within. I use the word 'love' here not merely in the personal sense but as a state of being, or a state of grace- not in the infantile American sense of being made happy but in the tough and universal sense of quest and daring and growth".*  
- James Baldwin-

touch with our deepest values, learning to see the kind of future and goals that mean the most to us... programming ourselves with pleasant supportive voices instead of the limiting critical voices of the past (also known as gremlins ☺).

During our next monthly call, Wednesday May 4<sup>th</sup> from 7-8pm we will visit the ideas of domestication, consensus hypnosis and how to become more truly human, how to identify limiting beliefs and challenge the gremlins of the past! Call 847-749-0759 or write [jim@trulyhumancoaching.com](mailto:jim@trulyhumancoaching.com) to join the call, participate or just listen in!

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## Book Review: Blink

The power of Thinking Without Thinking.  
What an outstanding read! Malcolm Gladwell uses example after example of how we are influenced by things outside of our consciousness to make decisions about how we live our lives. From choosing food and drinks to making large purchases with the implication that so much of all that we do is influenced by things outside our consciousness. Along with this information, how is it that we come to trust our "intuition", small bits of information and the value in using such "small slices" of information every day. For me, reading this book had me questioning any reasons I and others offer for why we do the things we do!  
The implications for the information in this book are huge! Malcolm also reviews the intricacies of experts, from face readers to wine and food tasters. Like NLP, by knowing behavioral patterns, we can model behavioral excellence to adapt and learn those things that lead us to our own excellence, our excellence in any endeavor we so choose! A highly recommended read!

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## Upcoming NLP Trainings Call 847-749-0759 for early registration discounts!

### Intro to NLP!

Wednesday, 5/25/05:

Rolling Meadows Holiday Inn

Confirm 847-749-0759 or mail [jim@trulyhumancoaching.com](mailto:jim@trulyhumancoaching.com).

Have you ever noticed people that were so influential and persuasive? People who **build rapport instantly**? In any situation? No matter what? Where these people born gifted? Did they learn these secrets from some guru? The answer is, most of them do not even realize how they do what they do, but now you can **learn these patterns yourself!** For more than 25 years, expert communicators have used NLP in sales, therapy, hypnosis;

*"Where no plan is laid, where the disposal of time is surrendered merely to the chance of incident, chaos will soon reign."*

*-Victor Hugo*

## Upcoming local events:

Larry Garrett  
Hypnosis open forum discussion, Sunday 5/1: 1pm. Chicago 3020 N. Kimball Ave.

Toastmasters Coaches Elite: (always the 2<sup>nd</sup> Wednesday of the month) Wednesday 5/11 7pm Hinsdale-Wild Oats Market  
Come as a guest and

marketing...the list goes on and on. Its models of communication excellence are now available to you!

- *Learn how to create states of excellence in yourself & others!*
- *Learn how to build rapport instantly and effortlessly in less than 60 seconds!*
- *Learn how to use the magical power language to shift emotional states*
- *Learn more!*

Confirm now at 749-0759 or mail [jim@trulyhumancoaching.com](mailto:jim@trulyhumancoaching.com).

## Demystifying Hypnosis

Wednesday June 15<sup>th</sup> 7-9pm

Holiday Inn-Rolling Meadows, IL. RSVP [jim@trulyhumancoaching.com](mailto:jim@trulyhumancoaching.com)

Relieve Stress!  
Reduce Tension!  
Improve Relaxation!  
Sleep easier!

Hypnosis and trance happen every day! Reveal the mystery of hypnosis along with learning how to: relieve stress, reduce tension, improve relaxation and sleep easier! These are but a few of the benefits of self-hypnosis. Learn how to direct your intentions to those goals that are most important in your life and more.

## Upcoming Local Events

### **International Coaching Federation- Chicago Chapter Event:**

**Essential Career Transition Skill: Help Others Help You**  
4-7pm  
Monday , May 9th 2005

Spertus Institute of Jewish Studies  
618 S. Michigan Ave, 9th Floor Chicago IL 60605

In transition we all need help from others. But few of us feel skilled at getting support when we need it the most. When you're in transition, communication can be tough--you may think that people can read your mind. We're not talking about networking folks! We're talking about how you get people you know -- that "inner circle" of friends and significant others --to be truly helpful in the transition process.

Join us on May 9th for this active and hands-on skills development session to:

- increase awareness of the kind of social support we need most

hear the speech contests!

Windy City  
Professional  
Speakers -  
Toastmasters,  
Sunday 5/15: 6pm  
Doubletree Hotel,  
1909 Spring Road,  
Oak Brook, IL Come  
on in and join us!

Coachville Study  
Group: Tuesday, 5/17:  
7-9pm. Buffalo Grove.  
Contact:  
[sandee@sandeeabern.com](mailto:sandee@sandeeabern.com)

The sun never says  
to the earth "you owe  
me".

A love like that,  
lights up the whole  
world.

-Rumi

- develop a language for conveying our needs to others
- practice those conversations of negotiating what we want.
- manage the ongoing process of helping others help us

#### About Our Speaker:

Diane Wilson, MA, LCPC is the founder Grimard Wilson Consulting  
<http://www.grimardwilson.com> See more about Diane at her website or  
got to  
<http://www.chicagocoaches.com/DesktopDefault.aspx?tabindex=8&tabid=219>  
for more information or to register

**Great Parking!**: There is a lot at Wabash and Balboa for \$7 with  
validation from Spertus and at the Hilton 7th Street garage at Michigan for  
\$8 with validation at Spertus.

## Toastmasters Coaches Elite

7-9pm

Wednesday, May 11<sup>th</sup> 2005

Wild Oats Market, Ogden Ave. & I 294, Hinsdale

Do you want to:

- Learn or practice your ability to speak in front of groups?
- Become comfortable with developing varied presentations?
- Enjoy networking with other coaches?
- Like to have fun?

If you said yes to any of these, then Toastmasters coaches Elite is for you. We  
meet on the 2<sup>nd</sup> Wednesday of every month. Join us once and experience the  
fun for yourself! Contact [jim@trulyhumancoaching.com](mailto:jim@trulyhumancoaching.com) for more  
information.

## Coachville Study Group

Buffalo Grove

7:00 to 9:00pm

Tuesday, May 17th, 2005

Please join our group and be part of creating the content for the next 6 months!

During this interactive meeting, we will be brainstorming and designing our  
own learning for the content of our meetings. Have a subject you would like  
to learn about? Come and join the fun!

Contact: [sandee@relationshipdiva.com](mailto:sandee@relationshipdiva.com) for more information.

The Coachville Suburban Study Group is a group of dynamic, interesting,  
supportive coaches. We meet once a month in the evening at a Chamber of  
Commerce Building in Buffalo Grove to exchange ideas and information  
regarding the coaching profession. Hear presentations on subjects such as  
Marketing, Speaking, Getting Clients, etc. Call Sandee Abern at (847) 634-  
3704 or email her at [sandee@relationshipdiva.com](mailto:sandee@relationshipdiva.com). for details.

## CHICKEN SOUP FOR THE FATHER'S SOUL

Teleclass: Tuesday, May 17, 2005 from 9:00-9:55 PM ET

Register at: <http://tinyurl.com/but9h>

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**Hey Moms and Dads, and all you CHICKEN SOUP fans, JACK CANFIELD**, coauthor of "Chicken Soup for the Soul" series, will be celebrating fatherhood with my friend, Dovid Grossman, visionary of the **Awesome Dads Community** at CoachVille. Participants in the **live teleclass** will be entertained and encouraged by these experienced dads as they tell stories and discussing the power of recounting personal adventures in parenting. Whether you're new to fathering or a seasoned pro, **CHICKEN SOUP FOR THE FATHER'S SOUL** stories will make you laugh, keep you inspired, and remind you that **you're never truly alone on your journey**.

**Jack Canfield is one of America's leading experts** in the development of human potential and personal effectiveness. He is both a dynamic, entertaining speaker and a highly sought-after trainer. Jack has a wonderful ability to inform and inspire audiences toward increased levels of self-esteem and peak performance. If you can join the teleclass, I highly recommend you do so.

The teleclass will be on **Tuesday, May 17, 2005 from 9:00-9:55 PM ET**

Here is the link to register: <http://tinyurl.com/but9h>

Or you can go to [www.CoachVilleCafe.com](http://www.CoachVilleCafe.com) and look for Jack Canfield in the May schedule.

*"What you resist persists. And only what you look at, and own, can disappear. You make it disappear by simply changing your mind about it."*

*-- Neale Donald Walsch*



Dovid Grossman , Director of Member Services

[Dovid@CoachVille.com](mailto:Dovid@CoachVille.com)

773.743.0075

[CoachVille Annual Conference](#) | [Awesome Dads Community](#) | [CoachVille](#)

## ***NSA Fabulous Fridays!***

### ***Ed Scannell: Trends in the Industry;***

***Friday, May 20, 2005: 10am – 2:30pm***

### ***Maggiano's – Oakbrook;***

In this fun, fast-paced session, Ed Scannell will discuss trends as they pertain to our personal, professional and global responsibilities. In this interactive program, you'll not only learn the top ten trends for both meeting and speaking arenas, but, more importantly, you'll learn to do some "blue-sky" thinking to identify those areas that most impact your speaking interests.

To register, or for more info, go to <http://www.nsa-il.org/>