



# The Milton H. Erickson Foundation NEWSLETTER

Michael D. Yapko, Editor / P.O. Box 234268 / Leucadia, California 92023  
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The Milton H. Erickson Foundation, Inc.  
3606 North 24th Street  
Phoenix, Arizona 85016  
U.S.A.  
Telephone: (602) 956-6196  
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Vol. 13, No. 1

Winter, 1993

## Brief Therapy Conference Scheduled in Orlando

Experts from the field of brief therapy will gather in Orlando, Fla., Dec. 8-12, 1993, for a conference entitled, "Brief Therapy: Essence and Evolution."

The Milton H. Erickson Foundation is sponsor of the event. Sessions will include workshops and interactive events. Innovative presentations on current topics including abuse, depression, anxiety, family issues, trauma, sexuality and addiction will be featured.

Attendance is limited to mental health professionals with a minimum of a master's degree from an accredited institution. Full-time graduate students enrolled in accredited programs also are eligible to attend. Students must provide a certifying letter from their school or department on letterhead stationery indicating proof of full-time student status as of December 1993.

Faculty members include Steve Andreas, M.A., Ellyn Bader, Ph.D., Joseph Barber, Ph.D., Luigi Boscolo, M.D., Simon Budman, Ph.D., Stephanie Brown, Ph.D., Steve de Shazer, M.S.S.W., Robert Dilts, Yvonne Dolan, M.A., and Albert Ellis, Ph.D.

Also, Richard Fisch, M.D., Edna Foa, Ph.D., James Framo, Ph.D., Sophie Freud, Ph.D., Stephen Gilligan, Ph.D., Mary Goulding, M.S.W., Florence Kaslow, Ph.D., Bradford Keeney, Ph.D., Walter Kempler, M.S.W., Joseph LoPiccolo, Ph.D., and Camillo Loredio, M.D.

Others are Ruth McClendon, M.S.W., Monica McGoldrick, M.S.W., Harold Mosak, Ph.D., John Norcross, Ph.D., Peggy Papp, A.C.S.W., Albert Pessio, Ernest Rossi, Ph.D., Martin Rossman, Ph.D., Francine Shapiro, Ph.D., Peter E. Sifneos, M.D., Carlos Sluzki, M.D., Kay Thompson, D.D.S., Paul Wachtel, Ph.D., Lenore Walker, Ed.D., Paul Watzlawick, Ph.D., John Weakland, M.F.C.C., Michele Weiner-Davis, M.S.W., Jeffrey

K. Zeig, Ph.D., and Bernie Zilbergeld, Ph.D. Other faculty members also have been invited.

For registration information, contact The Milton H. Erickson Foundation, 3606 N. 24th St., Phoenix, AZ 85016; telephone, (602) 956-6196; fax, (602) 956-0519. A registration is located on page 00 of this issue of the *Newsletter*. A discount is offered to *Newsletter* subscribers.

## New Editors Named for Foundation Newsletter

With this issue comes the end of an era for *The Milton H. Erickson Foundation Newsletter*. Michael D. Yapko, Ph.D., completes his tenure as editor.

Dr. Yapko edited a total of 18 newsletters over six years. He contributed interesting material and worked hard to provide thought-provoking copy for our readers.

It has been a pleasure working with Dr. Yapko. We appreciate all his efforts and wish him the best.

In bidding farewell to Dr. Yapko, we also welcome our new co-editors, Betty Alice Erickson-Elliott, M.S., L.P.C., and Roxanna Erickson Klein, R.N., M.S. As the daughters of the late Milton H. Erickson, M.D., they bring a new perspective to the *Newsletter*. We look forward to an exciting new era.

Ms. Erickson-Elliott and Ms. Klein begin work as co-editors with the next issue of the *Newsletter*. All materials except advertising should be directed to the co-editors, 3516 Euclid, Dallas, TX 75202. Advertising should be sent to the Erickson Foundation in Phoenix.

## Interview

## Memorable Quotes from Michael Yapko's Newsletter Interviews

*Over the six years I served as Editor of the Newsletter, I have enjoyed the privilege of conversing on record with some of the greatest minds in the therapy world. I thought it a fitting close to my tenure to bring back to you a small piece of each conversation to stimulate your memory and to again highlight appreciatively the gifts of the people who so generously shared their thoughts with me.*

*I suppose this is a verbal Rorschach of sorts: Why I chose the quotes out of all that was said is clearly a reflection of what I liked and found interesting. I hope you, too, enjoy the glimpses of the person reflected in the quote. Quotes are arranged in alphabetical order:*

It seems to me that people can go from an addiction of a substance or a relationship to an addiction of a therapy, like a co-dependence treatment process or even a 12-step program. They trade in one addiction for another. I think many

of the recovery programs are actually quite addictive. Almost all of the treatments available to people who have addictions force the "fact" that they are very sick and diseased. So, the client is deemed powerless and needy and is then more likely to become addicted to the program. Once a therapist has developed ways to empower the client, the client is then able to get better in touch with what he or she desires in life. In the past, the biggest desire may have been alcohol, a relationship, gambling, or cigarettes, and that's what they're still rooted in and all their triggers support. With the specific skills I teach to develop inner worthiness and self-reliance, people are better able to make healthy choices about what their desire really is. It can be amazing how resourceful people really can be when they discover a deeply meaningful skill, such as self-hypnosis.

— Brian Alman

*Continued on page 11*

**The Milton H. Erickson Foundation, Inc.**  
3606 N. 24th Street  
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Michael Yapko



## Editor's Corner

This issue of the Milton H. Erickson Foundation *Newsletter* is my last issue as Editor. I submitted my resignation to the Board of Directors last summer effective with this issue after serving a full six-year tenure. Roxanna Erickson Klein and Betty Alice Erickson-Elliott will assume the role of co-editors.

It has been my privilege to serve the Erickson Foundation as its *Newsletter* Editor. The *Newsletter* has been and will continue to be the official voice of the Foundation, and serves as a unifying force for all of those who are interested in Ericksonian approaches to hypnosis and psychotherapy. The *Newsletter* is provided at no charge to approximately 12,000 readers.

When I first assumed the Editor's position in January 1987, the *Newsletter* typically featured only a few Foundation announcements and workshop listings. My original goal was to provide news, perspective, and insight in the *Newsletter*, and I think I've accomplished that goal. The *Newsletter* now regularly features interviews with important figures in the field, book reviews, video reviews, and articles sharing opinions and insights. It has grown dramatically in size and scope over the last six years, and I'm proud of that fact.

I want to thank the Board of Directors for its unwavering support all these years, even when things got a little heated from time to time. Linda Carr McThrall deserves abundant special thanks for her patience, consistency, and ability to ultimately pull everything together and make a newsletter out of the pieces.

Finally, I want to thank you, the readers. I was always pleased to get mail from all over the world, especially your generous sharing of ideas, information and feedback. It really feels good to have had such fine interactions with so many people from so many places.

I am going to continue writing books, traveling and teaching workshops all over the world, seeing clients, and enjoying my professional and personal lives. My work at the *Newsletter* has made many good things possible for which I am grateful.

— Michael D. Yapko, Ph.D.  
Editor

## Workshop Series Announced

A series of workshops sponsored by the Milton H. Erickson Foundation have been scheduled for 1993. Brief and family therapy will be featured.

Presenters include Richard Fisch, M.D.; Ruth McClendon, M.S.W.; Michael D. Yapko, Ph.D.; Ellyn Bader, Ph.D.; and Steve de Shazer. The program is as follows:

February 20-21, 1993, Dr. Fisch — "Let's Just Call It 'Doing Therapy Briefly': Clinical Application."

March 20-21, 1993, Ms. McClendon — "Redecision Therapy in the '90s."

April 17-18, 1993, Dr. Yapko — "Applying Hypnosis and Directives in Psychotherapy."

May 15-16, 1993, Dr. Bader — "In Quest of the Mythical Mate."

June 26-27, 1993, Mr. de Shazer — "Therapy in Language: Language in Therapy."

Each of the workshops offers 12 hours of continuing education.

Additional information is available through the Erickson Foundation, 3606 N. 24th St., Phoenix, AZ 85016-6500; telephone: (602) 956-6196; fax: (602) 956-0519.

## Newsletter Business

The *Newsletter* is published three times per year. The closing dates are April 15, August 15 and December 15. This means all items to be included must be received by those dates. The *Newsletter* is posted about six to eight weeks later. All submissions must be double spaced.

Advertising copy should be sent to the Erickson Foundation. All other materials, including articles, reviews, training events, announcements and other information should be sent to Co-Editors, Betty Alice Erickson-Elliott, M.S., L.P.C., and Roxanna Erickson Klein, R.N., M.S., 3516 Euclid, Dallas, TX 75205.

*Be willing to avoid following any one teaching or any one technique.*

(Erickson in Haley, 1976, p. 535)

*In psychotherapy, you ought to know that your patient knows more about his past learnings than you can ever know.*

(Erickson in Zeig, 1980, p. 46)

## VIDEOTAPES from The Fifth International Congress on Ericksonian Approaches to Hypnosis and Psychotherapy

- E297-V1 Workshop 13: Demonstrations I, Camillo Loredio, M.D.; Betty Alice Erickson-Elliott, M.S., L.P.C. .... \$75.00
  - E297-V2 Workshop 27: Demonstrations II, Yvonne Dolan, M.A.; Lynn Johnson, Ph.D. .... \$75.00
  - E297-V3 Workshop 41: Demonstrations III, Gene Combs, M.D. & Jill Freedman, M.S.W.; Gunther Schmidt, M.D. .... \$75.00
  - E297-V4 D-8: Building Expectancy, Michael Yapko, Ph.D. .... \$75.00
  - E297-V5 D-10: Integrative Hypnotherapy, Jeffrey Zeig, Ph.D. .... \$75.00
  - E297-V6 D-11: Accessing the Imaginal World, Joseph Barber, Ph.D. .... \$75.00
  - E297-V7 D-12: The Role of Association and Dissociation in Co-Creating Experience in Therapy, Stephen Lankton, M.S.W. .... \$75.00
  - E297-V8 D-13: Hypnosis As Possibility and Empowerment Stephen Gilligan, Ph.D. .... \$75.00
  - E297-V9 D-14: A Sensitive Fail-Safe Approach To Hypnosis Ernest Rossi, Ph.D. .... \$75.00
  - E297-V10 D-15 Hypnotherapy To Empower Adults Abused As Children Carol Lankton, M.A. .... \$75.00
  - E297-V11 Workshop 55: Demonstrations IV, Scott Miller, Ph.D.; Michael Elkin, M.A. .... \$75.00
  - E297-V12 Workshop 69: Demonstrations V, Carol Kershaw, Ed.D.; Eric Greenleaf, Ph.D. .... \$75.00
- NOTE: All Workshops are 2 hours in length and the Demonstrations are 1 hour in length.
- Complete set of videotapes (12 tapes) ..... \$675.00 (save over 25%)

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Note: Please use this order form when ordering through the mail only.

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Phone: (602) 956-6196 Fax: (602) 956-0519

Please allow four to five weeks for delivery.

**ELIGIBILITY:** These tapes may be purchased by professionals in health related fields including physicians, doctoral level psychologists and dentists who are qualified for membership in, or are members of, their respective professional organizations (e.g., AMA, APA, ADA); also by professionals with mental health related graduate degrees (e.g., MSW, MSN, MA or MS) from accredited institutions. Full-time graduate students in accredited programs in the above fields can purchase tapes if they supply a letter from their department certifying their student status.

### PLEASE CHECK THE BOX BY THE SESSIONS YOU WISH TO ORDER.

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# Conference Announcements

**March 12-14, 1993** — Washington, D.C. The 16th Annual Family Therapy Network Symposium. "Metamorphosis: The Changing Face of Family Therapy." For information contact: FTN, 8528 Bradford Road, Silver Spring, MD 20801, (301) 585-5545.

\* \* \*

**March 27-30, 1993** — New Orleans, LA. The 35th Annual Meeting of The American Society of Clinical Hypnosis. For information contact ASCH, 2200 East Devon Avenue, Suite 291, Des Plaines, IL 60018-4534. (708) 297-3317.

\* \* \*

**May 6-9, 1993** — Banff, Alberta, Canada. The Annual Conference and Workshops of the Canadian Society of Clinical Hypnosis. For information contact: Elizabeth Spurrier, the Banff Center for Conferences, P.O. Box 1020, Station 11, Banff, Alberta T0L 0C0.

**July 9-11, 1993** — Philadelphia, PA. The 3rd Eastern Conference on Ericksonian Hypnosis and Psychotherapy. "Tools for Transforming Personal Experience." For information contact: Kim Minor, IACT, P.O. Box 166, Ardmore, PA 19003. (215) 790-1414.

**August 14-20, 1993** — Vienna, Austria. The 6th European Congress of Hypnosis. "Hypnosis — Connecting Disciplines." For information contact: Congress Secretariat, 6th European Congress of Hypnosis, Interconvention, Austria Center, Vienna. A-1450 Wien. (43) 1 2369 2643.

**August 22-27, 1993** — Paris, France. The Seventh World Congress on Pain. Contact: International Association for the Study of Pain; 909 NE 43rd St., Suite 306, Seattle, WA 98105 USA. Telephone: (206) 547-6409; Facsimile: (206) 547-1703.



**Limited to 25 participants!**

## Spring 1993

### Phoenix Intensive Training Program

- **Fundamentals** — Fundamentals I Feb. 22-27, 1993 and Fundamentals II March 22-27, 1993
- **Weekend Format** — Fundamentals III April 2-4 and May 14-16, 1993
- **Intermediate** — April 19-24, 1993
- **Supervision** — June 21-25, 1993

**Featuring Jeffrey K. Zeig, Ph.D., and Brent B. Geary, Ph.D.**

## 3rd Intensives Component Added

A third component for the Erickson Foundation's Phoenix Intensive Training Program has been added.

A week-long supervision program is scheduled for June 21-25. Mental health professionals who have attended Weeks I and II of the Intensives Program, or those who have extensive background in Ericksonian hypnosis and psychotherapy, are eligible to register for the supervision program.

Weeks I and II consist of fundamental principles of Ericksonian hypnosis, followed by the utilization of hypnotic and strategic techniques, respectively.

The Foundation has sponsored the first two components over the last several years. The supervision program was added "by popular demand," according to Intensive Training Coordinator Brent B. Geary, Ph.D.

For information about the Supervision and other training opportunities contact the Milton H. Erickson Foundation, 3606 N. 24th St., Phoenix, AZ 85016.

*Any therapy used should always be in accordance with the needs of the patient, whatever they may be, and not based in any way upon arbitrary classifications. [1958]*

(In Erickson, 1980, Vol. IV, chap. 15, p. 174)

Ericksonian Therapy has emerged as one of the most rapidly growing treatment models in contemporary psychotherapy. The Milton H. Erickson Foundation's Intensive Training Program is a unique opportunity to learn principles and applications of this state-of-the-art therapeutic modality.

The Intensive Training Program is decidedly participant-oriented. The continual focus is upon the enhancement of skills and understanding in a facilitative environment. In-

struction is concentrated and comprehensive. The lecture-demonstration-practice format provides a blend of the theoretical, vicarious, and experiential learning. Participants derive extensive familiarity with hypnotic processes in both clinician and subject roles.

Eligibility: Open to professionals with master's degrees and above from accredited institutions and eligible students.

#### FEES

	One Week	Both Weeks
Early Registration (Postmarked 30 days in advance of program's first day)	\$525.00	\$975.00
Regular Registration	595.00	1,125.00
Student Registration (Letter verifying full-time status required)	450.00	825.00

#### REGISTRATION

Enclosed is my registration fee of \$\_\_\_\_\_ for the Intensive Program (U.S. Funds on a U.S. Bank Check).

Checks should be made payable to:

- The Erickson Foundation** (Do not send cash.)
- We honor:
- VISA     MasterCard
- Fundamental I (February)**  
 **Fundamental II (March)**  
 **Fundamental III (Weekend)**  
 **Intermediate**  
 **Supervision**

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Degree: \_\_\_\_\_

University: \_\_\_\_\_

**Cancellation Policy:** Cancellation must be received in writing. There is a \$35 administrative fee for requests post-marked 30 days in advance of each program's first day. Thereafter, fees paid may be applied to future Erickson Foundation training activities.

Send payment and registration to The Erickson Foundation, 3606 N. 24th Street, Phoenix, Arizona 85016. Tel. (602) 956-6196 Fax (602) 956-0519

If you are physically challenged, please inform the Foundation so that helpful accommodations can be ensured.



## Upcoming Training

(Note: The Erickson Foundation lists workshops as a service to its *Newsletter* readers. We cannot attest to the quality of training provided in these workshops.)  
A \$10 fee is required for each workshop submission.

DATE	TITLE/LOCATION/LEADER	CONTACT	DATE	TITLE/LOCATION/LEADER	CONTACT
<b>1993</b>			4/2-4	Phoenix Intensive Training Program — Fundamental;	
2/3-7	Residential Training in Clinical Hypnosis; Los Gatos, CA; Deborah Ross.....	1	5/14-16	Phoenix, AZ; Geary, Zeig.....	7
2/5-6	Ericksonian Hypnosis; Stockholm, SWEDEN; Jeffrey Zeig.....	2	4/14-18	Residential Training in Clinical Hypnosis; Los Gatos, CA; Ross.....	1
2/7-12	Introduction: Basics of Ericksonian Approach; Penzberg, GERMANY; Zeig.....	3	4/17-18	Applying Hypnosis and Directives in Psychotherapy; Phoenix, AZ; Yapko.....	7
2/13-14	Hypnosis and Depression; Perth, AUSTRALIA; Michael Yapko.....	4	4/17	Therapist Development; Oakland, CA; Zeig.....	14
2/13-14	Ericksonian Hypnosis; Tubingen, GERMANY; Zeig.....	5	4/19-24	Phoenix Intensive Training Program — Intermediate; Phoenix, AZ; Geary, Zeig.....	7
2/20	Hypnosis with Families in the Office and Hospital; San Francisco, CA; San Francisco Academy of Hypnosis Education.....	6	4/21-22	Enhancing Therapeutic Effectiveness; Serra Negra, BRAZIL; Zeig.....	15
2/20-21	Let's Just Call It "Doing Therapy Briefly": Clinical Application; Phoenix, AZ; Richard Fisch.....	7	4/23-25	Fundamentals of Ericksonian Hypnotherapy; Serra Negra, BRAZIL; Zeig.....	15
2/22-27	Phoenix Intensive Training Program — Fundamental; Phoenix, AZ; Brent Geary, Zeig.....	7	4/26-30	Ericksonian Principles of Hypnosis and Brief Psychotherapy; Tenby, Pembrokeshire, WALES; Geary.....	16
2/27-28	Innovations in Hypnosis; Los Angeles, CA; Philip and Norma Barretta.....	8	4/29-5/2	Trancework; Lancaster, PA; Yapko.....	17
3/20-21			5/6-8	Trancework; San Diego, CA; Yapko.....	18
4/30-5/2			5/7-9	Ericksonian Hypnosis; Maui, HI; Brian Alman, Irv Katz.....	19
3/11-14	Ericksonian Supervision; New York, NY; Geary and Mary Sant'Eufemia.....	9	5/13-16	Residential Advanced Supervision Training in Clinical Hypnosis; Los Gatos, CA; Ross.....	1
3/12-13	Family Therapy Networker Conference; Washington, D.C.; Invited Faculty.....	10	5/14-16	Ericksonian Hypnosis — Fundamental; Santa Clara, CA; Zeig.....	20
3/20-21	"Redecision Therapy: A Brief Therapy Model," Phoenix, AZ; Ruth McClendon.....	7	5/20-22	Applying Hypnosis; Cedar Rapids, IA; Yapko.....	21
3/22-27	Phoenix Intensive Training Program — Fundamental; Phoenix, AZ; Geary, Zeig.....	7	5/22-23	In Quest of the Mythical Mate; Phoenix, AZ; Ellyn Bader.....	7
3/26-28	Ericksonian Hypnosis; Montreal, Quebec, CANADA; Zeig.....	11	6/3-6	Gestalt Therapy in the Context of Hypnosis; Los Gatos, CA; Ross.....	1
3/27-31	35th Annual Meeting — American Society for Clinical Hypnosis; New Orleans, LA; Faculty.....	12	6/26-27	Therapy in Language: Language in Therapy; Phoenix, AZ; Steve de Shazer.....	7
4/2-3	Trancework; New York, NY; Yapko.....	13	7/19-23	Brief Therapy at Its Best; Palo Alto, CA; Richard Fisch, Paul Watzlawick and John Weakland.....	22
			7/26-27	Making Difference Work; Palo Alto, CA; Steve de Shazer.....	22

## Contact Information

- Deborah Ross, Ph.D.; Los Gatos Institute — Medical Hypnosis Seminars, 19845 Skyline Blvd.; Los Gatos, CA 95030; (408) 354-7738.
- Bengt-Goran Fasth, Crafoord Holding AB, O. Martensgatan 19, Box 2116, 220 02 Lund, SWEDEN; Tel: 46 46-15 04 00.
- Wolf Buntig, M.D., ZIST in Penzberg; ZIST 3, D-8122 Penzberg, GERMANY; 08856/5192.
- George Burns, 7 Rheola St., West Perth, W.A. 6005, AUSTRALIA; Tel: (09) 388-2733.
- Dirk Revenstorf, Psychologisches Institut, Arbeitsbereich Klinische Psychologie, Gartenstr. 29, 0-7400 Tubingen 1, GERMANY.
- SFAH-ERF, 615 27th St., San Francisco, CA 94131; Tel: (415) 282-3754.
- The Milton H. Erickson Foundation, 3606 N. 24th St., Phoenix, AZ 85016; Tel: (602) 956-6196.
- Barretta Psychological Corp.; 2075 Palos Verdes Drive North, Ste. 200; Lomita, CA 90717-3726; Tel: (310) 326-5545.
- Mary J. Sant'Eufemia, M.S.W.; 161 E. 90th St., Apt. 8A, New York, NY 10128; (212) 472-8969.
- Family Therapy Networker, 7703 13th St., N.W., Washington, D.C. 20012; Tel: (202) 829-2452.
- Michel Kerouac, M.A., L-Institut Quebecoise de Therapie et d'Hypnose Ericksoniennes, 33, Chemin Beaudette, RR #1, North Hatley, Quebec, CANADA JOB 2CO; Tel: (819) 823-2061.
- ASCH, 2200 E. Devon Ave., Ste. 291, Des Plaines, IL 60018-4534; Tel: (708) 297-3317.
- Kelly, Brunner/Mazel Publishers, Inc., 19 Union Square, New York, NY 10003; Tel: (212) 924-3344.
- Maggie Phillips, Ph.D.; California Institute of Clinical Hypnosis and Health Sciences, 4171 Piedmont Ave., Ste. 205, Oakland, CA 94611; Tel: (510) 549-4700 or 655-3843.
- Jose Carlos Vitor Gomes, Editorial Psicopedagogica, Rua Barao Geraldo de Rezende, 305, 13020 — Campinas/SP P.O. Box 691, BRAZIL; Tel: 011 192-31 9955, 31 5830.
- Peter Scott Chinnery, Integrated Therapies & Trainings, 173 Southway, Guildford, Surrey, GU2 6DJ ENGLAND; Tel: (0483) 502787.
- Jay Essif, 15 Hess Blvd., Lancaster, PA 17601; Tel: (717) 569-4977.
- National University, 4141 Camino del Rio South, San Diego, CA 92108; Tel: (619) 563-7292.
- Irv Katz, RR2, Box 755J, Kula, Maui, HI 96770; Tel: (808) 878-2800.
- Colleen O'Driscoll, UCSC — Santa Clara Extension, 740 Front Street, Suite 155, Santa Cruz, CA 95060; Tel: (408) 427-6610.
- Families, Inc., P.O. Box 130, West Branch, IA 52358-0130; Tel: (319) 643-2532.
- MRI, 555 Middlefield Rd., Palo Alto, CA 94301; Tel: (415) 321-3055.

*Hypnosis can so alter a person's consciousness of his environment that, in his reactions, he can call upon past experiences and learnings to utilize and accomplish equally phenomenal changes. [1970]*

(In Erickson, 1980, Vol. IV, chap. 6, p. 75)





# The Milton H. Erickson Foundation,

in its continuing effort to provide state-of-the-art, comprehensive training in the areas of brief and strategic therapies. . .

## Presents The 1993 Programs

EACH PROGRAM — 12 HOURS OF CONTINUING EDUCATION CREDITS

Sat. and Sun., February 20-21, 1993

### Let's Just Call It "Doing Therapy Briefly": Clinical Application

RICHARD FISCH, M.D.

The clinical features of the Brief Therapy Center/Mental Research Inst. approach will be presented. The practicing therapist will gain a working grasp of brief therapy. **Educational Objectives:** 1. List three modes of intervention. 2. Describe influential use of language.

**ABOUT DR. FISCH:** Richard Fisch, M.D., has a long and illustrious career as a psychiatrist and researcher. He is senior research fellow at Mental Research Institute in Palo Alto, Calif. He also conducts training programs in brief psychotherapy at MRI. He is recipient of the AFTA Award for Distinguished Achievement in New Directions in Family Therapy.

Dr. Fisch earned his M.D. from New York Medical College. He has taught extensively and currently is Clinical Associate Professor at the Department of Psychiatry and Behavioral Medicine at Stanford University Medical School in Palo Alto.

He has written numerous articles and books on brief psychotherapy.

Sat. and Sun., March 20-21, 1993

### Redecision Therapy: A Brief Therapy Model

RUTH McCLENDON, M.S.W.

Therapy is focused on initiating change in the patient's beliefs and feelings about self and others and also in behaviors. The individual, couple, and family issues are treated. **Educational Objectives:** 1. Define a model for brief therapy. 2. Define necessary therapeutic skills for successful completion of the brief therapy model.

**ABOUT MS. McCLENDON:** Ruth McClendon, M.S.W., is a therapist in private practice in Aptos and San Francisco, Calif. During the last 20 years, she has trained and taught professionals throughout the United States, Europe and, most recently, Russia.

Ms. McClendon is an assistant clinical professor at the University of California at San Francisco's Langley Porter Psychiatric Institute. She is a past president of the International Transactional Analysis Association and a clinical supervisor of the American Association for Marriage and Family Therapists. She currently serves as co-editor of the International Division of the *American Journal for Family Therapy*. Along with her husband, Leslie B. Kadis, M.D., she is co-author of a book on family therapy, *Chocolate Pudding and Other Approaches to Intensive Multiple Family Therapy* (Science and Behavior Books, 1983) and has authored many articles on her work.

Sat. and Sun., April 17-18, 1993

### Applying Hypnosis and Directives in Psychotherapy

MICHAEL D. YAPKO, Ph.D.

Participants will learn to perform highly reliable hypnotic inductions as well as ways to use trance states for therapeutic purposes. Skill-building and gaining working knowledge of presented ideas and techniques are stressed. **Educational Objectives:** 1. Given a client, individualize a hypnosis session. 2. Identify three themes in client problems to develop therapeutic metaphors.

**ABOUT DR. YAPKO:** Michael D. Yapko, Ph.D., is a clinical psychologist and director of the Milton H. Erickson Institute of San Diego. He also is a national and international trainer in methods of hypnosis and brief psychotherapy, and a recognized authority on patterns of hypnotic communication and their relevance of clinical intervention. Dr. Yapko is Fellow of the American Society of Clinical Hypnosis and the author of many popular works regarding hypnosis and brief therapy including *Trancework: An Introduction to the Practice of Clinical Hypnosis* (Brunner/Mazel, 1990) and *Hypnosis and the Treatment of Depressions*. Dr. Yapko's workshops are well known for their abundance of practical information presented in a clear, engaging and down-to-earth style.

Sat. and Sun., May 22-23, 1993

### In Quest of the Mythical Mate

ELLYN BADER, Ph.D.

Learn how to diagnose a couple's developmental stage and develop appropriate intervention strategies. Discover techniques to facilitate communication, to support the differentiation process, and help couples respond rather than react. **Educational Objectives:** 1. Given a client who is an adult child of an alcoholic, describe a therapeutic intervention in couples therapy. 2. Describe a systems level intervention.

**ABOUT DR. BADER:** Elynn Bader, Ph.D., is founder and Co-Director of The Couples Institute in Menlo Park, Calif. A licensed psychologist in private practice, she also serves as Assistant Clinical Professor in the Department of Psychiatry at Stanford University. Dr. Bader and her husband, Dr. Peter Pearson, are co-authors of *In Quest of the Mythical Mate: A Developmental Approach to Diagnosis and Treatment in Couples Therapy* (Brunner/Mazel). Dr. Bader has conducted professional training programs in family therapy, couples therapy and transactional analysis for the past 15 years. She has made presentations throughout the United States as well as in Europe, Australia, and South America. She is on the faculty of a training institute in Rome, Italy. Dr. Bader is past president of the International Transactional Analysis Association and has served as a consultant to various family therapy agencies.

Sat. and Sun., June 26-27, 1993

### Therapy in Language: Language In Therapy

STEVE de SHAZER

This workshop will look at "doing" therapy from various perspectives developed from looking at how language works. **Educational Objectives:** 1. Define solution-focused Brief Therapy. 2. List four views of how language works and the implications of those views on doing therapy.

**ABOUT MR. de SHAZER:** Steve de Shazer is co-founder and senior research associate at the Brief Family Therapy Center in Milwaukee, Wis. He is the author of four books: *Patterns of Brief Family Therapy* (Guilford, 1982), *Keys to Solution in Brief Therapy* (W. W. Norton, 1985), *Clues: Investigating Solutions in Brief Therapy* (W. W. Norton, 1988), and *Putting Difference to Work* (W. W. Norton, 1991), and various professional articles including "The Death of Resistance" (*Family Process*, 1984), "Brief Therapy: Focused Solution Development" (*Family Process*, 1986) and with Insoo Kim Berg, "Doing Therapy: A Post-structural Re-vision" (*Journal of Marital and Family Therapy*, 1991).

Mr. de Shazer is on the editorial board of several journals and has presented, trained and consulted widely in the United States, Europe, Australia, and Asia. He and his colleagues (and their clients) continue to build the theory, research, and practice of constructing solutions.

**ELIGIBILITY:** These activities are open to professionals in health-related fields including physicians, doctoral level psychologists and dentists who are qualified for membership in, or are members of, their respective professional organizations (e.g., A.M.A., A.P.A., A.D.A.). The activities also are open to professionals with mental health-related graduate degrees (e.g., M.S.W., M.A., M.S., M.S.N.) from accredited institutions. Applications will be accepted from full-time graduate students in accredited programs in the above fields who supply a letter from their department certifying their present full-time student status.

#### Workshop Fees/Registration Form

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## Pre-Congress Creates Cohesive Spirit

Prior to the start of the recent Fifth International Congress on Ericksonian Approaches to Hypnosis and Psychotherapy, the Milton H. Erickson Foundation sponsored a two-day training program for the Congress faculty and directors of the Erickson Institutes around the world.

Nearly 200 people, experts in their own right, attended the event. Several months ago, Bernard Trenkle, director of the Erickson Institute of Heidelberg/Rottweil, suggested the idea of giving something back to the faculty and Institutes. He had offered a similar program in advance of a German conference, and faculty members were pleased with the opportunity.

The two-day Pre-Congress, entitled "Process of the Therapist, Progress of the Patient," gave participants a chance to network and get to know one another. It also established a cohesiveness between faculty members.

"We wanted to give something back to our Congress faculty for all the work they do," said Jeffrey K. Zeig, Ph.D., Director of the Foundation. "And we also wanted to provide a service to the Institutes, who have been instrumental in teaching others about Erickson. The Pre-Congress workshop was our way of saying thank you."

Presentations were given by Yvonne Dolan, Betty Alice Erickson-Elliott, Stephen Gilligan, Stephen Lankton, Ernest Rossi and Jeffrey K. Zeig.

## Media of Note

*Perspectives Sistemicas* is a journal from Argentina edited by Claudio Des Champs. The Spanish-language publication features articles on psychotherapy from clinicians around the world.

For additional information, write Catherine de Ronde, Echeverria 647, Esq. 21 de Septiembre, Montevideo, ROU ARGENTINA.

Gaetan Nadeau, M.D., of Quebec City, Quebec, Canada, has written an article, "Hypnosis and Hypnotism in Family Medicine," which appeared in the September 1992 issue of the *Canadian Family Physician*. Ericksonian methods were mentioned favorably in the article.

Dr. Nadeau, director of the Milton H. Erickson de La Ville de Quebec Institute, was a presenter at the Fifth International Congress on Ericksonian Approaches to Hypnosis and Psychotherapy.

*Erickson in Europe* by Burkhard Peter and Gunther Schmidt has been published. The volume is available through Carl-Auer Systema, Kussmalstrasse 10, 6900 Heidelberg, Germany.

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**Roger Solomon, Ph.D., Dept. Psychologist Washington State Patrol**

**Trainer Consultant: US Secret Service and the F.B.I.**

"EMDR is by far the most effective and efficient treatment we have ever used with dissociative episodes, intrusive memories, and nightmares with Vietnam combat veterans."

**Howard Lipke, Ph.D., Dir., Stress Disorder Treatment Unit, No. Chicago Veterans Administrative Medical Center**

"EMDR is a new and exciting treatment method which is now assisting people with a wide range of psychological problems. It is also bound to be a breakthrough in our understanding of the neurological basis of mental processes."

**Robyn Robinson, Ph.D., Dir. Trauma Support Consultants**

**Pres., Australasian Critical Incident Stress Association, Melbourne, Australia**

**DATES:** San Jose, CA-Feb.19/20 Dallas, TX-Feb.27/28 Washington, DC-Apr.3/4 Denver, CO-Apr.17/18 Chicago, IL-May1/2  
San Jose, CA-May14/15 Honolulu, HI-May22/23 New York, NY-Jun.18/19 Portland, OR-Jun.27/28

[Please call our office for July through December dates.]

The presenter, **Francine Shapiro, Ph.D., originator of EMDR**, has trained clinicians and researchers internationally. She was an invited speaker at the 1992 American Psychological Society Presidential Symposium on PTSD. She has made presentations on EMDR at the 1989 International Conference on Stress in Tel-Aviv, at the 1989, 1990, and 1991 national conferences of the Association for the Advancement of Behavior Therapy, and Society for Traumatic Stress Studies. She has published articles on EMDR in the *Journal of Traumatic Stress* (2,2,1989) and the *Journal of Behavior Therapy and Experimental Psychiatry*, (20,3,1989), *The California Psychologist* (1990), and the *Behavior Therapist* (1991).

The training will consist of lecture, live and videotaped demonstrations, and small group exercises. Participants will practice EMDR with direct observation and feedback.

Special attention will be given to the creative formation of the specialized hierarchies which directly address the therapeutic needs of the clients.

Fee: \$285 [\$315 postmarked 15-30 days before seminar; \$345 less than 14 days before seminar; CEU-add \$10.] For more information or registration, call or write:

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## Perspectives on The Fifth International Congress

by Michael Yapko, Ph.D.

From the moment the meeting began, there was an aura of intense expectancy among all involved. The exceptionally fine faculty and all the attendees numbered nearly 1700 people, coming from 21 foreign countries and nearly every state in the United States. During the entire span of the Congress, I never heard even one person say they were anything but thrilled with the quality of the presentations. There was a lot of excellent teaching and enthusiastic learning at this meeting.

From a personal standpoint, I was pleased to receive a special plaque from the Foundation's Board of Directors acknowledging my efforts as *Newsletter* Editor. I also was pleased to see Kay Thompson receive the Foundation's Lifetime Achievement Award. She has been a powerful role model for doing excellent work for many years, and clearly deserves the recognition. The Foundation also recognized Luanne Erickson, who helped implement a beginning for a permanent volunteer program. Linda Carr McThrall, Executive Director of the Erickson Foundation, also was recognized for her service to the Foundation.

This Congress involved something new, a set of conferences within the Congress called Therapist Development Track. I co-taught one such track with Norma and Phil Barretta. Instead of didactic presentation of clinical technique, it involved experiential learning to enhance the person of the therapist. It was phenomenal! What a powerful way to build self-esteem and personal and professional creativity at the same time. The feedback about all the therapist development tracks was uniformly positive. They were led by Stephen Gilligan, Ernest Rossi, Kay Thompson and Betty Alice Erickson-Elliott, and Jeff Zeig.

I think the best way to sum up the meeting was "excellence in diversity." There was an amazing array of topics and an extraordinary number of talented presenters. If you were there, you know what I'm talking about. If you weren't, try not to miss the next one.

*Hypnotized people have perceived their reality surroundings in a manner entirely foreign to actualities but most real to themselves. [1967]*

(In Erickson, 1980, Vol. I, chap. 2, p.76)



## The Milton H. Erickson Foundation *presents* The Brief Therapy Conference: Essence and Evolution

**Featuring:** Steve Andreas, M.A.; Ellyn Bader, Ph.D.; Joseph Barber, Ph.D.; Luigi Boscolo, M.D.; Simon Budman, Ph.D.; Stephanie Brown, Ph.D.; Steve de Shazer, M.S.S.W.; Robert Dilts; Yvonne Dolan, M.A.; Albert Ellis, Ph.D.; Richard Fisch, M.D.; Edna Foa, Ph.D.; James Framo, Ph.D.; Sophie Freud, Ph.D.; Stephen Gilligan, Ph.D.; Mary Goulding, M.S.W.; Alan Gurman, Ph.D.; Neil Jacobson, Ph.D.; Muriel James, Ed.D.; Florence Kaslow, Ph.D.; Bradford Keeney, Ph.D.; Walter Kempler, M.D.; Robert Langs, M.D.; Carol Lankton, M.A.; Stephen Lankton, M.S.W.; Joseph LoPiccolo, Ph.D.; Camillo Loredio, M.D.; Ruth McClendon, M.S.W.; Monica McGoldrick, M.S.W.; Harold Mosak, Ph.D.; John Norcross, Ph.D.; Peggy Papp, A.C.S.W.; Albert Pessio; Ernest Rossi, Ph.D.; Martin Rossman, Ph.D.; Francine Shapiro, Ph.D.; Peter E. Sifneos, M.D.; Carlos Sluzki, M.D.; Kay Thompson, D.D.S.; Paul Wachtel, Ph.D.; Lenore Walker, Ed.D.; Paul Watzlawick, Ph.D.; John Weakland, M.F.C.C.; Michele Weiner-Davis, M.S.W.; Michael Yapko, Ph.D.; Jeffrey Zeig, Ph.D.; Bernie Zilbergeld, Ph.D.; and others.

**When:** Wednesday-Sunday, Dec. 8-12, 1993

**Where:** Orlando, Florida

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## Frankl Institute Organized

The Viktor Frankl Institute has been founded in Austria.

The recently organized society is a nonprofit, scientific organization whose objective is to foster the life work of the founder of Logotherapy and Existential Analysis, Viktor Frankl.

The Institute will preserve and catalog the Frankl archives, a collection of manuscripts, letters, films, audio- and videotapes that date back to 1945.

The society also will publish an international scientific journal, the *Journal des Viktor Frankl Instituts*. Among the authors of the first issue are Elisabeth Lukas, Eugenio Fuzzotti and Dr. Frankl. The first issue is scheduled to appear early this year.

Organizers also will work to further

*Continued on last page*

## Flood Damages Institute City

Flooding in September 1992 caused serious damage to Vaison la Romaine. The following is a letter from Dr. Patrick Bellet, president of l'Institut Milton H. Erickson d'Avignon-Provence:

"I suppose you've heard about the flood there was in Vaison la Romaine. If not, a few words about what happened Tuesday 22nd September in the afternoon: After a storm of incredible strength, the Ouvèze river rose up to 55 feet high. This wave destroyed the camping site completely, the commercial and industrial area and a part of the town (schools, streets, houses, bridges. . .). There have been 36 casualties and more than 50 people have disappeared and are most probably dead. Dozens of families are homeless and out of work. Our town is the most heavily damaged but all the villages in the valley are overflowed. The crops are destroyed (grape-gathering was about to start). It's the worst disaster we've had in France for years. I'll send you documents about it by post.

With this letter, we appeal to the Milton H. Erickson Foundation and to all the Erickson Institutes in the world to help our families. It would be a great psychological comfort to all us.

Thank you beforehand for all you can do to help us."

P.S. Here is the bank: Crédit Agricole de Vaucluse in Vaison la Romaine.

Name: Comité d'Aide aux Sinistrés de Vaison la Romaine.

Account: N° 00 332592200

Address: Mairie de Vaison la Romaine, 84110 Vaison la Romaine, France.

## Videotape Review

### "Working with the Polysubstance Abuser: A Case Demonstration of Solution Focused Brief Therapy"

by Insoo Kim Berg and Scott Miller  
Published by the Brief Family Therapy Center,  
6814 Capitol Drive, Milwaukee, WI  
Telephone: (414) 464-7775

I once asked Dr. Erickson about treating alcoholics and drug abusers. For the next couple of hours while I listened to stories and examples, I realized he did not emphasize Alcoholics Anonymous. It seemed to me he felt treatment could be done either with or without the AA model. (Note from J. Zeig: My memory is that Erickson was a supporter of AA and that he believed it could be of great benefit to many patients.) This videotape demonstrates an approach to chemical dependency treatment which is explained in their book, *Working with the Problem Drinker: A Solution-Focused Approach*, by Insoo Kim Berg and Scott Miller. Berg is the therapist in this case, and Miller introduces the tape. He describes the following overview of their model:

1. Working with the problem drinker involves forming steps in his forming a cooperative relationship with the problem drinker. In the demonstration, it is clear that the illness notion about drug use is not a part of the Berg/Miller paradigm. Instead, there is a strong emphasis on what the client *wants* as opposed to a more common style of attempting to implement what the counselor thinks the client *needs*.
2. Negotiating "well-formed" treatment goals. In this case, the goals come from identifying small steps toward the wants established in the step above.
3. Orienting the client toward solution. The solution model suggests the client's language be focused toward outcomes, not toward problems of the past.
4. Solution-focused intervention. The present intervention consists of a variation on the formula first session task: Notice carefully what you do when you are successful at resisting the temptation to use drugs.
5. Goal maintenance. Berg's careful focus on the client's goals and the rewards he anticipates from achieving those goals helps us see how she works to maintain goals.

The client in the demonstration is a young man who is homeless, uses cocaine and alcohol and is father of three

children. The client also faces some legal difficulties. The therapist, Insoo Kim Berg, asks him how she can help. He talks about his life of crime and drugs, and his estrangement from his family. He has been in two inpatient programs before this treatment, neither of which were helpful. He has never tried outpatient therapy. He does not go to AA or NA, saying he does not feel comfortable about telling others about his problems.

At the beginning, we could naturally wonder how much benefit this young man could obtain from brief therapy. He does bring to therapy several strengths: 1) he has a real desire to be closer to his family; 2) he is gentle and soft-spoken in therapy (making him easier to work with); and 3) he admits he wants help with his drug problem.

Berg's work with this young man is sensitive and masterful. As she gently leads him through the interview, the techniques she uses appear as subtitles in each scene. The subtitles help us understand what she is doing. The Brief Therapy Center in Milwaukee has been the source of extraordinary advances in brief therapy, and Berg demonstrates the

state of their art beautifully.

The tape contains only the first session, and is titled "Tape 1," so presumably there are more tapes of this client as he goes through a brief therapy approach for cocaine/alcohol abuse. Therefore we don't know from this tape how the client eventually does. I presume the case has a good and relatively brief outcome, or else why would the case be published? I hope in the future that the BFTC will add excerpts from subsequent sessions to this tape.

[Note: The second tape is scheduled to appear in March.]

I recommend this tape to any therapist who works with chemical dependency issues. The model is simple and is a viable alternative to twelve-step programs, using groups, and so on. Twelve-step programs have certainly done much good, but there are many clients who do not seem to take well to those programs. This solution-focused approach would help create more flexibility in alcohol and drug counselors.

— Reviewed by  
Lynn Johnson, Ph.D.  
Salt Lake City, Utah

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## Book Review

### Symbol, Story, and Ceremony: Using Metaphor in Individual and Family Therapy

by Gene Combs and Jill Freedman  
Published by Norton, New York, 1990.  
272 pp.; \$27.95

I am fascinated by the many facets to Ericksonian psychotherapy. In this book, Gene Combs and Jill Freedman illustrate the artistic and metaphorical side.

The authors outline their model of therapy activities and illustrate how each step or activity can be enhanced by the use of metaphors and symbols. These steps include:

1. Developing a relationship in which the therapist responds to the client's metaphors and symbols congruently. For example, the therapist can adopt voice tone, posture, and breathing patterns similar to the client's.
2. Gathering information. The story the clients tell the therapist can be viewed as a metaphor for their strengths and dilemmas in their lives. The authors quote Haley's idea that when a mother complains about some aspect of her child's behavior, she is likely to complain about a similar problem with her husband.
3. Accessing and using resources. Clients often have a strength in one area of their lives which they dissociate from in other contexts. Metaphor and symbol can be transitions of a strength from one context to another. For example, Freedman worked with a client afraid of interactions with people. She told the client stories about how her cats became good friends, and oddly enough, the client began to report less fear with people.
4. Suggesting ideas. Reframing can be made more memorable and impactful by the use of metaphors and symbols. A helpless and fearful client was given a symbol: At the age of 80, a bad man would hit him on the head with a rock and kill him, and there was nothing he could do about that. Then, he was given the choice of how to feel in the meantime, a reframing which accepted his idea of being helpless but added the idea of being able to choose how to feel about the helplessness.
5. Reframing, which is powerfully related to the suggesting of ideas. But, instead of adding a new idea, the therapist tries to change the way the client thinks about presently held perceptions. The authors quote a story by Erickson about reframing a "horri-

ble scar" into a "beauty spot."

6. Facilitating new patterns of thoughts, feelings, and behavior. Here the authors offer rituals and ceremonies. For example, a couple who fought by simultaneously speaking to each other in loud tones were given the assignment to collect data on each other's perspectives. On Monday, Wednesday, and Friday, the husband would collect data about his wife's views; while on Tuesday, Thursday, and Saturday, the wife would collect data about her husband's ideas.

This book contains many helpful ideas for making your work more symbolic and metaphorical. While this is not a strength with me, the times I do use it seem to greatly please my clients. I once made up a divorce ritual for a couple which they performed. They were so helped by it that they ended up sending me several of their friends. I believe that the lay public finds ceremonies and rituals very liberating, and so I recommend this work.

— Reviewed by  
Lynn Johnson, Ph.D.  
Salt Lake City, Utah

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## Mini-Reviews

Robert Goulding, M.D., a faculty member at the 1985 Evolution of Psychotherapy Conference, was a pioneer in Transactional Analysis and Group Psychotherapy. In collaboration with his wife, Mary, he fused TA and Gestalt into an approach named, "Redecision Therapy." Goulding coauthored three books with Mary: *The Powers in the Patient*, *Changing Lives Through Redecision Therapy*, and *Not to Worry*. He died in Watsonville, Calif., February 13, 1992.

Recently, two books have been published which shed light on the personal side of this influential psychotherapist.

*Sweet Love Remembered: Bob Goulding and Redecision Therapy*, by Mary Goulding, has been published in paperback by Shea Books, 1259 El Camino Real, #209, Menlo Park, CA 94025, (415) 325-6487. It is available for \$17.50 in the United States.

This is a remarkably candid exposé that chronicles Bob and Mary's personal and professional marriage. Mary describes how she met Bob in 1965 and became his student and eventually his collaborator and codirector of the Western Institute for Group and Family Therapy, which they founded. Her writing is captivating and graphic.

The book also contains selections of Bob's writings and five excellent brief examples of therapies conducted by Bob. It is highly recommended for all readers. The insights it elicits are sure to capture the attention of therapists from all disciplines.

*Reflections of Robert L. Goulding*, edited by Charles L. Pelton, M.D., J.D., and Lois Myers-Pelton, M.S.Ed., is published by Family Health Media, 1811 North Jay Street, Aberdeen, SD USA 57401-1360 (\$29).

This 244-page book contains some 220 vignettes about Bob Goulding, written by people who knew him during his long, distinguished career. Contributors include Ellyn Bader, Irma Lee Shepherd, and Erving and Miriam Polster. The book is divided into five chapters. The vignettes describe Bob's transition from a family physician in rural North Dakota to a renowned psychiatrist who had substantial impact on contemporary psychotherapy. These are personal reminiscences, most of which are a page or two long. This book is a fitting tribute to Robert Goulding and demonstrates the huge impact he had on the lives of his colleagues, students, and family.

— Reviewed by  
Jeffrey K. Zeig, Ph.D.,  
Director of The Milton H.  
Erickson Foundation, Inc.

*The Teachings of Virginia Satir*, a videotape series available through Avanta, the Satir Network, 139 Forest Avenue, Palo Alto, CA 94301, Telephone (415) 327-1424; Fax (415) 327-2830.

In 1987, Satir was professionally videotaped at the month-long Virginia Satir Summer Institute, sponsored by the Avanta Network. There are six tapes in the series: 1) Temperature Reading, 2) The Process of Change, 3) The Origins and Transformation of Survival Copings, 4) The Seed Model, 5) Communication Stances, 6) Dynamics of a Parts Party.

Virginia Satir (1916-1988) was the high priestess of people-making. During her career of more than 40 years, she was a major force in shaping the field of contemporary psychotherapy.

During the Summer Institute, Satir taught in a humanistic tradition. The didactic content is interesting. The presentations are practical and pragmatic. Satir was abreast of contemporary contributors. For example, she cites the work of Rossi, Korzybski, and Bateson. She presents some of her traditional material, such as the Satir categories, but provides updates and presents the leading edge of her work in 1987.

It is not, however, the didactics that appeal to me in Satir. Rather it is her personal style that takes precedence over content. Satir had a background in drama and she used drama in her teaching.

She taught with unparalleled contact and warmth. Her essential goal was to develop the heart of her students, helping them to be real and whole. Her lessons were not profound in content but they are profound living and they are taught with inimitable style.

Virginia Satir lived the history of contemporary psychotherapy. Virginia was an experience. Through these tapes, you can experience some of Virginia.

I highly recommend all six of the tapes, but I especially enjoyed the one entitled "The Dynamics of a Parts Party" because Virginia brings a student on stage for a mini-demonstration of her methods.

— Reviewed by  
Jeffrey K. Zeig, Ph.D.,  
Director of The Milton H.  
Erickson Foundation, Inc.

*I think that hypnotic behavior is a normal, controlled, directed behavior useful to the individual . . . In hypnosis you have the right behavior, in the right place, doing the right thing, at the right time. [1960]*

(In Erickson, 1980, Vol. II,  
chap. 31, p. 326)

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## Memorable Quotes *continued*

Research has demonstrated that effective psychotherapists do very much the same things, no matter what they call themselves, no matter what orientation they claim. I object to people calling themselves "Ericksonian," because I don't think the term has clear meaning. It gets confusing to me, because if you take seriously all that Erickson wrote over the years, I wouldn't know quite how to identify what an "Ericksonian" position was. Erickson, himself, changed his ideas over time, as any lively and conscious person does.

— Joseph Barber

**Phil** — One of the statements [Dr. Erickson] made had a very profound effect on me, and I have used the statement often. He would ask someone to get a carving — that appeared to be a wood carving — and bring it to him. That person would reach for the carving and find it very difficult to lift because it was heavy. It was carved from ironwood. Dr. Erickson would say, "Things are not always as they seem." That statement often has been a very effective reframe in therapeutic interventions.

**Norma** — Another one of those "magical phrases" was a response he gave me when I asked if I might kiss him goodbye when we were leaving. He said, "Nothing ventured, nothing gained." We learned so much from him.

— Norma and Phil Barretta

I think much of my approach to life is based on that — dealing with concrete details and building on them. I always felt that I had to have an open mind, and when the various processes of psychoanalysis appeared to be counter-intuitive, I thought, "Well, it may be that this very pragmatism may be standing in the way of my seeing things that are not quite so obvious." So, I had to suspend disbelief, as it were, for a period of four or five years. [Then], it re-emerged because I attempted to apply pragmatic approaches and rules to the data that a psychoanalyst would call the basic data of psychoanalytic research. It simply did not pan out. The psychoanalytic theses did not bear up under the harsh scrutiny of what you might call academic analytic investigation.

— Aaron T. Beck

I had never been able to get anyone to tell me about an operation until I got them to review the information unconsciously with finger signals. Then, they were able to bring the information up to where they could talk about it. I think that my one major contribution was

being able to access information very quickly that is in no other way reachable . . .

— David Cheek

Most therapists are highly disturbed individuals who *need* to relate to their clients. They're just as sick or sicker than their clients in many respects. Therefore, they read into it *not* the client's desire, which is correct, but they go along with the client's need for approval, need for love, etc., etc., and therapy helps make the patient sicker and sicker. Clients may *feel* better, but they don't *get* better; they frequently get worse as a result of psychotherapy.

— Albert Ellis

From doing a lot of training and a lot of supervision, I think the biggest pitfall I see therapists aspiring to integrate Ericksonian approaches fall into is that they feel they have to do something to the client. *They* feel they have to put them into a trance or they have to change them. It's very difficult for them to appreciate this notion of a cooperation principle wherein there has to be an equal contribution by both the therapist and client at both conscious and unconscious levels. I think when people forget that, then it's possible for them to get into tricks. To the extent that happens, I think they should be rightfully criticized by their colleagues.

— Stephen Gilligan

To teach hypnosis clinically, you have to show someone how to do it with a patient and then watch them do it with a patient while you guide them in doing it. That's how it was taught at the turn of the century — live supervision. And to just teach them how to hypnotize is not a solution. It's so different *changing* someone; the person's motivation is different, the responses are different. I can remember when I went into practice and had some nice formal ways of inducing trance. I would get clients who came to be hypnotized and they'd sit down in the chair and go into trance when I said "Hello." Then I would wake them up to put them through the "proper" ritual! Then I realized that the setting determined how they were going to be and it really wasn't necessary to hypnotize them. But you wouldn't realize that if you were teaching hypnosis in a class.

— Jay Haley

I think that if I take just a sociological or political point of view, a scale is really very useful, and is more useful for clinicians than they like to admit to. Whenever it's been tried on any severe thing, like severe pain, there's no question that you have greater success with a more

highly hypnotizable as measured by the scale, not as measured by some external method. Not that a person without a scale couldn't arrive at it by using various kinds of tests for analgesia and that sort of thing. From my point of view, that's the same kind of item you have on the scale anyhow. But if you want to use other techniques or something of that sort or recovered memories, it's kind of nice to know how readily you can get genuine age regressions where they relive their entire childhood.

— Ernest Hilgard

No other living system can do (what humans can). Ideas have representations and names. You can't say to a dog, "Go to the toilet." He doesn't understand "toilet." But a human can. And, that makes humans unique, because they can manipulate symbolic communication. The cortex is uniquely different in a human than in any other living system. And it's that cortex that you get out of the way (in terms of its criticalness), that allows you to induce a feeling of belief. So what is hypnosis? It's the induction of conviction.

— William Kroger

We hold the belief, as Erickson did, that people have psychological problems because they aren't able to get the resources they have available into the new circumstances where they need them. So, if we can facilitate an association to contexts where they need it, that's good therapy. To me, that's an organizing framework that is broad enough to include everything Erickson did and that all the different practitioners of his approach do some version of. Metaphor within hypnosis is only one way of helping people to have experiences and make associative links to the context where they want to have the experience. Other interventions and methods also result in getting people to retrieve and associate experiences that are desired and available, but not necessarily organized and easily available.

— Carol Lankton

Maybe it's my engineering background, but I just have to take things apart. I do take everything apart and see how it works and put it back together — [although] sometimes I have some screws left over.

In working on Erickson's methods, it was an adventure for me to figure out how I could take this mass of confusing verbal data apart and put it back together somehow.

— Stephen Lankton

[We're] acknowledging that there are profound connections between mind, emotions, body, molecules, cancer, and every other illness state and state of

health that we are only now beginning to understand. [We're] acknowledging that they're there, but they're functioning for the most part on an unconscious level. We're all in kindergarten! We've barely scratched the surface! The tragedy of our current situation is that we know there are all these mind-body connections, but we do not know how to utilize them effectively. *I never* set myself up as being extraordinarily competent. I do not know how to cure polyps, I do not know how to cure cancer, I don't know how to deal with any mind-body illness, except to create situations where I get some of my personal biases out of the way, perhaps some of the client's own learned limitations out of the way just to explore how nature might facilitate itself.

— Ernest L. Rossi, Ph.D.

There are actions, reactions, and interactions, which is what a system is as opposed to a linear model. That's how a family works — there is no one to blame. You, the husband in the family, you're doing what you're doing from what you learned. You, the wife in the family, are doing the same thing, and you are not doing it out of perversity, you're doing it out of the best you know. We have learned for a long time to live an inhuman life — things like "we shouldn't get angry," we shouldn't do all kinds of stuff. I know that was also going against the grain. The picture of what acceptable human beings were was they were to do what they were told and they were supposed to be what people wanted them to be. It was easy for me to see why war comes about when you have that viewpoint.

— Virginia Satir

I view the role of the clinical psychologist as possibly undergoing a radical change over the next 20 years. [I think] clinical psychologists will less and less take people who are already sick or who already have a problem and make them better, and more and more will take people who are well and arm them with tools preventatively. Thus, when these people face the slings and arrows of life that produce depression, for example, people will be better armed against them. Now, I'm talking prevention and I'm talking specifically for the set of things that helplessness and depression impact; so, I'm talking about depression, suicide, poor achievement, and physical illness and immunal incompetence.

— Martin E.P. Seligman

[Milton Erickson] . . . had more influence on me than anyone else but the

*Continued on next page*



## Frankl *continued*

communication between Centers and Institutes of Logotherapy and Existential Analysis. They plan to hold seminars and conferences dedicated to the ideas of the Frankl Institute. The "International Center of Documentation on Logotherapy and Existential Analysis" (Vienna/Rome), publishing bibliographies and research aids, also will be established.

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For additional information, write, call or fax, The Viktor Frankl Institut, Knodelhutenstrasse 21, A-1140 Vienna, Austria; Tel., (431) 94-94-78; fax (431) 914-2683.

## Memorable Quotes *continued*

woman who gave birth to me. . . I worked very closely with him until his death. I feel very strongly about him. I do not think I have ever given an Erickson workshop — I can't. Erickson was the only one who had the right to give an Erickson workshop because the complexity of the man is the thing that makes it so difficult to classify him or explain him.

— Kay Thompson

Bear in mind the absolute destructive potential of so-called "truth." What these people usually demand of us is that we never say anything we don't "really" believe. This is a hypocrisy in its own right, because it is based on the assumption that whatever wells up from the depth of my being is "the truth." Bloody nonsense!

— Paul Watzlawick

For one thing, a good clinician, a good hypnotist, is going to very quickly get a good feeling for what the patient can do, by just watching how the patient responds, whether he does it like Erickson or does it in a more traditional fashion. He gets some feedback which will tell him if the subject/patient is capable of developing specific responses under hypnosis.

— André Weitzenhoffer

Sherron, my wife at the time, typed out the Congress proposal letter to

Erickson. It was to be a birthday gift to him for all the years that he had trained me for free. Actually, it was self-development therapy with me, because as he was doing training, he also was doing therapy. I wanted to give him back a gift, which was to organize a congress and have it coincide with his 79th birthday so he would have one more opportunity for him to see his friends; I also wanted Erickson to see the impact of his work.

— Jeffrey K. Zeig



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Special thanks go to Kristina K. Erickson, M.S., M.D., and Melvin G. Hector, M.D.; Helen Erickson, Ph.D.; Richard Fieber, Ph.D.; T.R. Fielding, M.F.C.C.; and Tutsie Silapalikitporn, Ph.D.

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