The Milton H. Erickson Foundation, Inc.

NEWSLETTER

Bill O’Hanlon, Editor / P.O. Box 24471 / Omaha, Nebraska 68124

BOARD OF DIRECTORS

Jeffrey K. Zieg, Ph.D. ................. President
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Volume 4, Number 2  Spring, 1984

NOTES FROM THE FOUNDATION

New Building
The Foundation has purchased the 5-room house adjacent to its current location. The building will house the Associate Director’s office and expanded facilities for the Archives.

Newsletter Business
Closing date for submissions to the next Newsletter is June 15, 1984. All business matters, including subscriptions, should be addressed to the Foundation’s offices in Phoenix. Send items for inclusion in the newsletter to Bill O’Hanlon, P.O. Box 24471, Omaha, NE 68124, (602) 391-4223/426-9205.

Donations to the Archives
John H. Frykman, Ph.D. donated 5 videotapes of a teaching seminar with Dr. Erickson held in 1979. He also donated a videotape made in 1958 of Dr. Erickson doing hypnotherapy.
Marc Lehner, Ph.D. contributed 11 videotapes of a teaching seminar with Dr. Erickson held in 1978.
Ammon Nadav donated 10 audio cassette tapes of a teaching seminar done by Dr. Erickson in 1979.
Frank A. Pattie, Ph.D. contributed 4 books, each with an inscription from Dr. Erickson.

Many thanks to these individuals.

New Additions
Jeffrey K. Zieg and Sherron S. Peters are proud to announce the adoption of their infant daughter, Nicole Rachel Zieg, born January 16, 1984.
Melvin Hector, M.D. and Kristina K. Erickson, M.D. are proud to announce the birth of their son, Reed Milton Hector, on February 12, 1984.

Associate Director Joins
The Erickson Foundation Staff

The Erickson Foundation is proud to welcome John A. Moran, Ph.D., as its new Associate Director.

Dr. Moran comes to Phoenix from Washington, D.C. where he worked at Saint Elizabeth's Hospital and maintained a private practice. Dr. Moran received a B.A. from the University of Notre Dame and a Ph.D. in clinical psychology from the University of Maryland. He also is a graduate of the strategic family therapy training program directed by Jay Haley and Cloe Madanes. He has published several articles and organized a number of training events.

At the Foundation Dr. Moran will oversee the production aspects of the newsletter and the monographs, plan and organize training events, develop the archives, promote audio-visual productions and assist in collaborative efforts with other organizations.

His training as a family therapist will help the Foundation to respond to a wider range of the training needs among clinicians who practice Ericksonian psychotherapy.

DONATIONS

The total amount of donations received since the last issue of the newsletter is $681.30. Heartfelt thanks to the following people for their support of The Erickson Foundation.

Lisa Chiera
Alive, Inc. (Thomas Carnes)
Discoveries Counseling Ctr. (Rich Shane)
Donna L. Kemp (Canada)
Earl & Marie Kelso
(Memorial for Walter Smith, Ph.D.)
John Dauer, ACSW
Noboru Takanishi, M.D.
Leon Laisng, MSW (Canada)
Alan Murphy (Australia)
Dorothy D. Ferrell, MSW
Erik Darling, Ph.D.
Joan Chadbourne, Ed.D.
Julia Ann Dodson, MSW
Chris Beletsis, M.A.
Sally Miner, M.S.
Jack Travis
Marilyn Atkinson & Assoc. (Canada)

BENEFIT WORKSHOPS IN CALIFORNIA

Jeffrey K. Zieg, Ph.D. will conduct a series of workshops in California to support the Foundation.

ONE-DAY WORKSHOPS will be held in San Diego on June 15, Los Angeles on June 16, and Oakland on June 17. Training will focus on mastering the principals of Ericksonian psychotherapy; the principals of Ericksonian induction (includes demonstrations); and the use of anecdotes as change techniques. A videotape of Dr. Erickson will be shown and discussed. Tuition for the day is $65.00, lunch not included. The rate for students is $40.00.

Guest presentations will be offered by Michael Yapko, Ph.D. (San Diego), Joseph Barber, Ph.D. (L.A.) and Noelle Poncelet, M.S.W. (Oakland).

REGISTRATION: A discount of 10% is offered to those who register before June 1. To register contact the Foundation. Continuing medical education credits and hypnosis education credits will be requested.

Ferne Cherne, Ed.D.
Auguste F. LeCann, Ph.D.
Marc Gabel, M.D. (Canada)
Mary Krempa Mitchell, Ph.D.
Mary C. Gibbons, ACSW
N.C. Society of Clinical Hyp./
Reid Whiteside, M.A.
N.C. Society of Clinical Hyp.
Devon J. Mark, Ph.D.
Gene Combs/Jill Freedman
Gene Eberts, Ph.D.
Hypnosis Ctr. & Counseling Alternatives
(Michael D. Yapko)
Professional Psychotherapy Ctr.
(Kenneth C. Scroggs)
Eric J. Garvey/Queensland
Hypnosis Society-Australia
Joyce C. Mills, Ph.D.
Richard Crowley/Mental Health Ctr.
BOOK REVIEWS

Review of Stephen and Carol Lankton's booklet and tape
The Diagnosis and Treatment Planning in Ericksonian Hypnotherapy for the Psychological Sequelae of Skin Cancer, by
Laura House Herring, St. Louis, Missouri.

Stephen and Carol Lankton's audio tape, "The Diagnosis and Treatment Planning in Ericksonian Hypnotherapy for the Psychological Sequelae of Skin Cancer," records a live training demonstration in which a client, recently diagnosed as having skin cancer, receives therapy for his subsequent anxiety and depression. The tape is an excellent demonstration of the "multiple embedded metaphor" model about which they have written extensively in their book, THE ANSWER WITHIN: A CLINICAL FRAMEWORK OF ERICKSONIAN HYPNOTHERAPY. The tape begins with a brief interview with the client, followed by a discussion between Stephen and Carol in which they assess the issues and develop a treatment plan. The major portion of the tape is the actual trance work.

In the assessment portion, Carol focuses on the client's belief system and swiftly determines the client's psychological needs, developing metaphors which realign the client's resources. This compliments Stephen's focus on broader issues, i.e. treatment of the "cancer personality."

It may be difficult for those not familiar with Lankton's "Multiple Embedded Metaphor" model to follow the development of ideas within the treatment planning discussion. It is unfortunate that the listener does not have the entire client interview to clarify how they came to their conclusions. The booklet that accompanies the tape gives limited information and does not succeed at clarifying their thought process and how they extract information from the client. For those familiar with the model it is fascinating to hear the richness of their assessment and the quickness in identifying issues and creating appropriate metaphors. The tape clearly demonstrates the fluid style they have developed working together using this model.

The tape provides a skillful demonstration of confusion techniques, double bind, amnesia, direct and indirect suggestion, hand levitation and double induction. The utilization of the client's reality in the construction of the therapy is impressive as is their attention to details in their stories.

This tape could benefit listeners on all levels. The beginner can listen to the flow of an intricate, highly developed trance, and learn from the Lanktons' use of cadence and tonal shifts to promote conscious/unconscious dissociation. An advanced listener can appreciate the deftness of the left/right hand confusion technique, delight in the subtleties of language used throughout, and note the matching details in each story that reflect the client's personal patterns. The client's feedback from six months later is recorded in the booklet and eloquently attests to the effectiveness of this model of Ericksonian hypnotherapy.

As with so many recording of live training seminars, the tape has sound distractions. Carol's voice was very difficult to hear in the final quarter of the tape. Overall, this was a minor flaw in an otherwise enjoyable learning experience.

* * *

Joseph Barber, Ph.D. and Cheri Adrian, Ph.D. (Eds)
Psychological Approaches to the Management of Pain.
Brunnel/Mazel, New York 1982, 204 pages, by William J.
Serafin, ACSW, Potsdam, New York.

The eleven chapters in this book give broad coverage to how pain can be evaluated and managed through various psychological interventions, with the emphasis on hypnotherapy.

Chapters by Barber, Sacerdot and Sachs give some rather comprehensive and varied approaches to hypnotic intervention. There is also an informative and useful chapter by Milton Erickson on his famous interspersal technique. Both chronic and acute pain are addressed with an especially useful article written by Barber on the management of acute pain which includes, as an appendix, his rapid induction analgesic procedure. A behavioral perspective also is given in chapters focusing on coping with pain in interpersonal contexts and by an updated review of the latest biofeedback approaches to pain management.

This book will appeal to those searching for practical information in the area of pain management. After reading it, clinicians who have little background in pain management per se but have at least a fundamental background in hypnotherapy should be able to help pain patients.

Including a chapter on the cognitive-behavioral approaches to pain management would have made the work more comprehensive, because this approach is so popular.

Clinicians working with clients experiencing physical pain would do well to include this work in their personal libraries. It is well worth the price.

Summer 1984 Training Programs
at the Erickson Foundation

Basic and Advanced Training in Ericksonian Hypnotherapy

Jeffrey K. Zeig, Ph.D. will provide supervision, didactic presentations, demonstrations and practice sessions on Fridays from June 22nd through July 26th. A basic training group with 8 participants will meet from 9:00 a.m. to noon. An advanced group of 8 will meet from 2:00 p.m. until 5:00 p.m. Evening times may be arranged upon request. Tuition for the training is $250.00.

Five-Day Training Program in Phoenix

The training, led by Jeffrey K. Zeig, Ph.D., will focus on how to elicit and utilize trance behavior and phenomena. Techniques taught include hypnotic language, multilevel communication, the use of anecdotes and directed symbols, and specific problem applications. The workshop will consist of lectures, experiential exercises, practice sessions, live demonstrations, and observation and discussion of videotapes of Milton H. Erickson, M.D. The training will be located at the Foundation and at a luxury resort with very low summer rates, July 30-August 3.

Tuition: $290.00; $190.00 for graduate students

Videotapes of Milton H. Erickson

Jeffrey K. Zeig, Ph.D. will show and lead discussions of selected videotapes of Dr. Erickson. The seminar will meet on Thursdays, June 14 through July 19, from 7:30 to 9:30 p.m. Tuition is $85.00 for 6 sessions.

Family Therapy Supervision

John A. Moran, Ph.D., Associate Director of the Foundation, will lead a weekly case consultation group for therapists seeing families and couples. Dr. Moran will make presentations on topics including identifying dysfunctional patterns, framing the problem, developing strategic interventions and the theoretical tenets of family therapy. The training will occur on ten Fridays, beginning June 22 from noon until 2:00 p.m. The tuition is $150.00.

Registration

Training at the Foundation is open to professionals in health-related disciplines with a graduate degree and graduate students in accredited health programs. AMA Category One credits may be available. To register call or write the Erickson Foundation. A non-refundable deposit of $50.00 is required by June 8.
THE ANSWER WITHIN: A Clinical Framework of Ericksonian Hypnotherapy
By Stephen R. Lankton & Carol Lankton

Throughout the U.S. and Europe, Australia, Israel and other countries, Stephen and Carol Lankton's workshops have helped train thousands of therapists in understanding and utilizing the intervention techniques of Milton Erickson. This unusually interesting volume takes the reader step-by-step through the process of making a diagnostic assessment and carrying out a treatment plan based on Ericksonian principles. Multiple embedded metaphor is used as a modality.

392 pages
LC 82-20637
$30.00 list
Special only $27.00

Also Available — Two Remarkable Audio Cassettes of Actual Inductions Demonstrating Ericksonian Techniques

A CASE OF ACUTE HYSTERICAL ANXIETY
(Discussed on pages 292-311 of The Answer Within)
Records how the Lanktons use the method of multiple embedded metaphor to effect a striking improvement in symptomatology with a patient suffering from acute hysterical anxiety.

$10.95

TREATMENT PLANNING AND DELIVERY IN ERICKSONIAN HYPNOTHERAPY: Psychological Sequelae of Skin Cancer

This 90-minute audiotape offers an opportunity to hear the Lanktons plan a complex multiple embedded metaphor, using information provided by the patient. The complete hypnotherapeutic session is then included. An 8-page booklet presents background information about the patient, the goals of treatment, and the metaphors used in treatment.

$11.50

To order, send payment plus $1.50 postage and shipping for the first item, 50¢ each additional, to Brunner/Mazel, 19 Union Square, New York, N.Y. 10003 (N.Y. residents please add local tax). American Express, VISA or MasterCard please provide number and expiration date (min. $15.00).
GIVE CORRECT BILLINGS WHEN YOU JOSH

Erickson was fond of quoting the line "It ain't what we don't know that gives us trouble; it's what we know that gives us even more trouble." The quotation (in italics) he variously attributed to Mark Twain (1835-1910) or to Will Rogers (1879-1935), two of the great American humorists. As this is a quip I enjoy quoting to clients and to students, I have often been unsure which of these authors to credit. Just for the record, the quote is actually due to neither of these writers, but to a third American humorist, Mark Twain's older contemporary "Josh Billings," the pen name of Henry Wheeler Shaw (1818-1885). The correct quotation, I believe, is this: "The trouble ain't that people are ignorant; it's that they 'know' so much that ain't so." To which one might add, "And the even bigger trouble is that they know so much they don't know that they know."

James Wilk, MA (Oxon), MSc, Co-ordinator.
The London Workshop for Ericksonian Psychotherapists,
London, England

CONTACT/EXCHANGE

Many thanks to all who have contributed to our book of favorite anecdotes and/or metaphors. However there are many creative storytellers reading this who have not yet sent their material. We need several more contributions to include: the metaphor or anecdote, when used, and outcomes if known. Remember, you will be credited for your contribution and receive a free copy of the book. Also 10% of the proceeds are to be donated to the Erickson Foundation. Please send to: John McDonald, 10756 Exeter Ave. NE, Seattle, WA 98125.

ERICKSONIAN APPROACHES TO
PSYCHOTHERAPY, HYPNOSIS AND
FAMILY THERAPY

Advanced Clinical Application Intensive Workshop

This ten-day advanced workshop highlights the logic and principles behind Dr. Erickson's approach to diagnosis and treatment of individuals and families. Stephen will teach the diagnostic format used in his Ericksonian work. He will discuss, demonstrate and teach Erickson's use of resistance, confusion, conscious-unconscious dissociation, symptom precipitation, paralogical double binds and strategic interventions using complex embedded metaphors, hypnotic paradoxical interventions, confabulation techniques, self image thinking techniques, family organization techniques, brief therapy techniques and techniques, and the strategic use of trance phenomena.

Workshop Eligibility: Masters or Doctorate degree in the helping professions.

by Stephen Lankton, M.S.W.,
author of The Answer Within: A Clinical Framework of Ericksonian Hypnotherapy and Practical Magic
and editor of Ericksonian Monographs

AUGUST 8—AUGUST 10, 1984
ALBUQUERQUE, NEW MEXICO

tution: $500 ($550 before June 1st)
For information write:
STEPHEN H. WOLINSKY, M.S.W.
122 DARTMOUTH SOUTHEAST
ALBUQUERQUE, NEW MEXICO 87105
PHONE: (505) 255-8000

— 1984 SEMINAR —
Basic, Intermediate and Advanced Training in Ericksonian Techniques

The 1984 Seminar on Ericksonian Approaches to Hypnosis and Psychotherapy will be held in downtown Los Angeles, California. The meeting is scheduled for Thursday, November 29, 9:00 a.m. to Sunday, December 2, 5:00 p.m. Jeffrey K. Zeig, Ph.D. and Bill O'Hanlon, M.A. are co-organizing the seminar. A few of the renowned faculty for the meeting will be Joseph Barber, Ph.D.; Herbert F. Lustig, M.D., M.A.; Michele Ritterman, Ph.D.; Stephen Lankton, AGSW; Carol Lankton, M.A.; Bill O'Hanlon, M.A.; Sidney Rosen, M.D., Ernest Rossi, Ph.D.; Kay Thompson, D.D.S.; Sandra Sylvester, Ph.D. and Jeffrey K. Zeig, Ph.D.

Regular registration fee: $300.00
Student registration fee: $200.00 (A letter certifying full-time status in an accredited graduate program in a mental health field must be submitted.)

NOTE: Deduct 10% for registrations received prior to August 31, 1984.

Approved for AMA Category One Credit. Approval for other continuing education credit will be sought.

The Seminar is 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., AMA, APA, ADA). The Seminars also will be open to professionals with mental health related degrees (e.g., MSW, MSN, MA or MS) from accredited institutions. Applications will be accepted from graduate students in accredited programs in the above fields who supply a letter from their department certifying their student status.

REGISTRATION FORM

Name: ________________________________
Address: ________________________________
City/State/Zip: ____________________________
Country: ____________ Occupation: ____________________________
Telephone: ____________________________ Degree: ____________________________

There will be a $25.00 cancellation fee if received in writing on or before November 1, 1984. No refund will be made after that date.

PLEASE COMPLETE:
□ Please find enclosed my registration fee $ ________ (Payable to the Milton H. Erickson Foundation, Inc.)
We honor □ MasterCard □ VISA
Account #: ____________________________ Exp. Date: ____________________________

NOTE: Space at this meeting is limited to approximately 400 attendees. One third of the attendance has already been filled. Please register early. We expect this meeting to be sold out.

POSITION WANTED

Alan Salmi, soon to be graduating with a Masters in Social Work, is looking for an entry level position in either an Ericksonian based agency or with an Ericksonian oriented supervisor. For further information: Alan Salmi, 1811 Washtenaw Ave., Ann Arbor, Michigan 48104, (313) 662-6744.
VIDEOTAPE OFFERINGS FROM THE FOUNDATION’S ARCHIVES

Jeffrey K. Zeig, Ph.D. discusses Ericksonian methods of hypnotic induction and comments on demonstrations by Dr. Erickson. Two hours, color and black-and-white; $150.00 (Beta or VHS—1 tape); $200.00 U.S. Sony U-Matic (¾”—2 tapes). Copies in the European standard are available for additional cost.

Symbolic Hypnotherapy: Videotape of Milton H. Erickson, M.D.

This program consists of two parts. The first part is a 40 minute lecture by Jeffrey K. Zeig, Ph.D. on the use of symbols in psychotherapy and hypnotherapy. The second part is the discussion of a demonstration done by Milton H. Erickson, M.D. Two hours, color; $200 Beta or VHS (1 tape); $275 Sony U-Matic (¾”—3 tapes). Also available in PAL system for Europe.

FROM 1981 SEMINAR:

A. Naturalistic Approaches to Hypnosis: Utilizing Hypnosis in Pain Treatment in Psychotherapy, Joseph Barber, Ph.D.

B. Induction with Children and Adolescents, Franz Baumann, M.D.

C. The Parts Model: Demonstration of Work with Phobias and Anchors, Paul Carter, Ph.D.

D. The Varieties of Ericksonian Hypnotic Suggestion, Stephen Lankton, ACSW

E. Ericksonian Induction Strategies, Robert Pearson, M.D.

F. Conversational Introduction to Trance, Kay Thompson, D.D.S.

FROM 1982 SEMINAR:

G. Utilizing Hypnosis in Psychotherapy, Joseph Barber, Ph.D.

H. The Initial Interview in Brief Psychotherapy, Richard Fisch, M.D.

I. Accessing Unconscious Processes, Steven Gilligan, Ph.D.

J. A Dual Induction Using Dissociation, Stephen Lankton, ACSW & Carol Lankton, MA

K. The Constructive Use of Hypnotic Phenomena, Marion Moore, M.D.

L. Ericksonian Induction Methods, Robert E. Pearson, M.D.

M. A Conversational Induction with Fixation on Ideas, Bertha Rodger, M.D.

N. A Quick Utilization Approach to Hypnotic Inductions, Sidney Rosen, M.D.

O. A Fail Safe Double Bind Approach to Hypnotic Induction, Ernest Rossi, Ph.D.

P. A Conversational Induction and the Utilization of Spontaneous Trance, Kay Thompson, D.D.S.

Q. Accepting the Subject's Cognitions as A Basis for Therapy, Richard Van Dyck, M.D.

R. The Effective Utilization of Multilevel Communication, Jeffrey K. Zeig, Ph.D.

AVAILABLE FORMATS: _____ BETA 1/2” _____ VHS 1/2” _____ U-MATIC 3/4”
PRICES: 1/2” BETA or VHS - $65.00 each 3/4” U-MATIC - $75.00 each

ORDER FORM:

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Arizona residents only, add 6% Sales Tax $ __________

Please add $5.00 per order for Shipping & Handling $ __________

TOTAL COST: $ __________

We honor: □ MasterCard □ VISA □ ACCOUNT # __________ Exp. Date: __________

Name: __________ Degree: __________

Address: __________ Occupation: __________

City: __________ State: __________ Zip: __________ Country: __________

Ordering Instructions: After listing tapes desired, checking the format required for playback on your equipment, completing the order form and enclosing your remittance, please mail to the Milton H. Erickson Foundation, 3606 North 24th Street, Phoenix, Arizona 85016.

Videotapes in both PAL and SECAM systems are available upon request at extra charge. Payment must be in U.S. dollars. Contact the Erickson Foundation for further information. You may expect delivery within four to eight weeks.
INNOVATIVE APPROACHES UTILIZING HYPNOSIS AND HYPNOTIC COMMUNICATION IN PROFESSIONAL PRACTICE

In seven short years, Associate Trainers in Clinical Hypnosis has become the foremost with a faculty of sixteen, teaching more professionals than any other organization. Workshop size averaged 19 persons in 1984.

BASIC WORKSHOP OUTLINE DAY 1:
10:00 a.m. - 5:00 p.m.
Orientation
Facilitating rapport
Pacing and leading techniques
Myth and realities of hypnosis
Indications and contraindications
Relaxation and stress control techniques
Demonstration of traditional induction
Deepening methods
Introduction to hypnotic phenomena
Facilitating a learning context
Diagnosing considerations in hypnosis
Language, imagery and trance
Supervised practicum

BASIC WORKSHOP OUTLINE DAY 2:
9:00 a.m. - 5:00 p.m.
 Ericksonian approaches to hypnosis and therapy
Demonstration of indirect methods of induction
Self hypnosis
Utilization of trance
The use of hypnosis in individual, group marital and family therapy including applications to such issues as: smoking, weight control, Pediatrics, stuttering, sexual dysfunction, phobias and ego strengthening, insomnia, pain control, drug and alcohol abuse
Group hypnosis
Multi-level communication
Supervised practicum

INTERMEDIATE WORKSHOP OUTLINE:
9:00 a.m. - 4:30 p.m.
Prerequisite: The Basic Workshop or its equivalent
Ericksonian approaches to hypnosis continued
The structure of the therapeutic trance
Demonstration of new verbal inductions
Use of confusion techniques
The use of symptoms in therapy
Cognitive and behavioral approaches
Use of cons of double binds
Facilitating annihilation
Managing resistance to change
Reframing
Supervised practicum

ADVANCED WORKSHOP OUTLINE:
9:00 a.m. - 4:30 p.m.
Prerequisite: Intermediate Workshop or equivalent
Strategic hypnosis
Use of hypnosis in pain control and pediatrics
Utilization of various hypnotic phenomena such as: time distortion, regression and progression
Paradox
Utilization of deep trance
Metaphor as communication
The hypnotically unresponsive person
Pseudo orientation in time
Facilitating a creative personality
Video presentation of Erickson's work from the 1950's and the 1970's
Supervised practicum

ELIGIBILITY: Open to health, mental health and related professionals with at least a master's degree from an accredited institution and to graduate students enrolled therein.
TUITION: for 4 days: $300.00
for 3 days: $240.00
for 2 days: $160.00
for 1 day: $ 85.00
EARLY PAYMENT: Deduct 5% when full tuition is sent with application postmarked at least twenty-one days in advance of workshop.
STUDENTS: Deduct 20% when application is accompanied with verification of full time status in a college or university.
GROUP DISCOUNT: Deduct 10% when three or more register at the same time; 20% when six or more register at the same time.
MAXIMUM DISCOUNT: 35%
DEPOSIT: A $50.00 deposit will guarantee reservations at any workshop(s).
CANCELLATION POLICY: Deposits and fees are refundable in full less a $25.00 service charge when request for refund is made at least fourteen days in advance of workshop; thereafter balances will be applied to any other workshop within twelve months.
TAX DEDUCTION: An income tax deduction is allowed for educational expenses (including tuition, travel, meals and lodging) undertaken to maintain and improve professional skills. (See Treasury Regulation 1.162-5).
CERTIFICATE: A certificate will be given to those who complete the workshop.

INSEIVE TRAINING
We are pleased to provide basic, intermediate, advanced or special workshops to agencies, schools and hospitals.

CEUS: Approved: ANA, NASW, CA BD. of Behavioral Science Examiners, FL. BD. of Professional Regulation

LOCATION

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REGISTRATION: Application should include name, degree, address, home and office telephone, workshop location and date(s). Mail to:
Annette Eilse, ACSW, Director
507 Split Rock Road, Syosset, NY 11791
([516] 922-2926

PAID ADVERTISEMENT

MEDIA NOTES (Continued from Page 3)

Irvington Publishers has announced the forthcoming publication of Trancene: An Introduction to Clinical Hypnosis by Michael Yapko, Ph.D. Irvington has also announced that Dynamics of Therapeutic Trance, volume #1 in the series of seminar, workshop and lecture transcripts edited by Rossi, Ryan and Sharp will soon be available. Several other volumes edited by Rossi of selected papers of Erickson's are scheduled to be published in the fall of 1984.

Inword Ways has released a tape for self-hypnosis work using multi-evocation, their combination of three separate voices speaking sequentially and simultaneously. Contact Inword Ways at P.O. Box 4596, Berkeley, CA 94704.

"...you find out the potentials that are possible for your patient and then encourage your patient to undertake them and sooner or later he'll get all wrapped up in it."

Phoenix, p. 19
# UPCOMING SEMINARS/WORKSHOPS

## CONTACT ADDRESSES FOR UPCOMING SEMINARS/WORKSHOPS

2. MHE Institute of San Diego, 2525 Camino Del Rio S. #225, San Diego, CA 92108, (619) 295-1010.
4. Christoph Kleine, (301) 459-7030.
8. David Lingley, 10921 72nd Ave., Edmonton, AB Canada T6G 0B1, (414) 514-6344.
9. PSI, 921 Lincoln Ave., Charleston, IL 61920, (217) 345-7313.
11. Deborah Ross, Ph.D., 19845 Skyline Blvd., Los Gatos, CA 95030, (408) 354-7738.
12. Registrar, Dept. of Conferences, U. of Minnesota, 233 Nolte Center, 315 Pillsbury Dr. SE, Minneapolis, MN 55455-0118.
13. NC Society of Clinical Hypnosis, c/o Reid Whiteside, 800 Nuttall Pt., Raleigh, NC 27606, (919) 851-5346.
14. Professional Psychotherapy Center, P.O. Box 920051, Norcross, GA 30092, (404) 446-6028.
16. Family Learning Center, 1724 Sherman Ave., Evanston, IL 60201, (312) 328-7999.
18. META Institute, P.O. Box 2591, La Jolla, CA 92037, (619) 454-5638.
20. The Marriage and Family Institute, Westroads Medical Center, 911 South Brentwood, Clayton, MO, (314) 863-8734.
23. Therapeutic Learning Center, P.O. Box 24471, Omaha, NE 68124, (402) 426-9205/391-4223.
24. TOC Carnac, Alve Programs, 7650 Teller, Arvada, CO 80003-2225, (303) 422-3344.
26. Sam Cangelosi, 3007 Loveland Cove, Austin, TX 78746, (512) 327-9177.

## (NOTE: The Erickson Foundation lists workshops as a service to newsletter subscribers. We cannot attest to the quality of training provided in these workshops.) A $10.00 DONATION IS REQUESTED FOR EACH SEMINAR/WORKSHOP SUBMISSION.

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27. Stephen Wolinsky, MA, 122 Dartmouth St., Albuquerque, NM 87106, (505) 265-0607.
28. 29. Siegfried Morgen, Bundeszahl 137, 1000 Berlin 41, West Germany.
31. Bernhard Trenkler, Peter Wenzel Weg 38, 6500 Heidelberg, West Germany.