



# The Milton H. Erickson Foundation, Inc. NEWSLETTER

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

— BOARD OF DIRECTORS —

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The Milton H. Erickson Foundation, Inc.  
3606 North 24th Street  
Phoenix, Arizona 85016  
U.S.A.  
Telephone: (602) 956-6196

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 Lehrer, 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. Zeig and Sherron S. Peters are proud to announce the adoption of their infant daughter, Nicole Rachel Zeig, 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 Elizabeths' 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.

## BENEFIT WORKSHOPS IN CALIFORNIA

Jeffrey K. Zeig, 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.

## 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 Chiara  
Alive, Inc. (Thomas Carncross)  
Discoveries Counseling Ctr. (Rich Shane)  
Donna L. Kemp (Canada)  
Earl & Marie Kelso  
(Memorial for Walter Smith, Ph.D.)  
John Dauer, ACSW  
Noboru Takaishi, M.D.  
Leon Lalsingh, MSW (Canada)  
Alan Murphy (Australia)  
Dorothy D. Ferrell, MSW  
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Chris Beletsis, M.A.  
Sally Miner, M.S.  
Jack Travis  
Marilyn Atkinson & Assoc. (Canada)

Ferne Cherne, Ed.D.  
Auguste F. LeCann, Ph.D.  
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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 Sequela 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 Sequela 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, Sacerdote 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.

# MEDIA NOTES

The April 1984 Reader's Digest contains an article on hypnosis which mentions the Foundation as a referral source. The first 10 days following publication the Foundation received 450 requests for referrals. Three names were selected from the mailing list. A notice was issued that the Foundation does not attest to the competence of the referrals and suggested questions that should be asked to ascertain expertise.

Jay Haley's new book, **ORDEAL THERAPY: Unusual Ways to Change Behavior**, has been published by Jossey-Bass. Related to Erickson's strategic task work and Haley's extension of that work, it lists for \$18.95.

Cloe Madanes' new book **Behind the One-Way Mirror: Advances in the Practice of Strategic Therapy**, has been published by Jossey-Bass. The book presents innovative techniques for treating a wide variety of problems and a systematic method for devising strategic interventions.

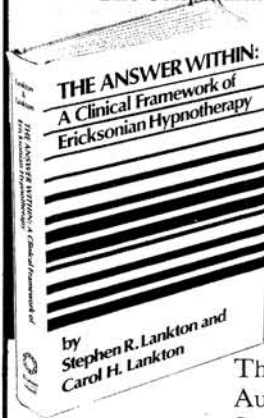
An article entitled "Ericksonian Contributions in the Practice of Meditation" by Dr. D.W. Mogran was published in Portugese in the **Revista Brasileira de Hipnose**. The journal is edited by David Akstein who describes how meditation techniques are individualized by preferred representational systems.

Kay Thompson has an article entitled "The Mythical Trance" in a volume edited by Harold Wain entitled **Theoretical and Clinical Aspects of Hypnosis** published by Symposia Specialists.

(Continued on Page 6)

*"The first book about Erickson's work---which effectively paces the clinician while simultaneously presenting a complex technical description of the use of metaphor and other Ericksonian techniques... I recommend this book highly... it is both an exciting and practical contribution to the growing literature on Erickson's work."*

—The Script, (Intl. Transactional-Analysis Association)



## 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).

## ERICKSONIAN HYPNOSIS

INTRODUCTORY THROUGH ADVANCED SIX-DAY SUMMER INTENSIVE WORKSHOP IN THE BEAUTIFUL CANADIAN ROCKY MOUNTAINS



### CLINICAL APPLICATION

## Introductory Through Advanced Six-Day Summer Intensive Workshop Banff, Alberta in the Beautiful Canadian Rocky Mountains

The Six Day Intensive Workshop by Stephen Gilligan and Paul Carter includes beginning and advanced sections, assistants to aid beginners, special interest groups, and a variety of optional evening presentations. Central aspects of Ericksonian hypnotherapy and clinical applications will be detailed, demonstrated and practised. Various processes of trance induction will be explored in depth and exercises will be developed around age regression, therapeutic metaphors, hypnotic dreams, pseudo-orientation in time, deep trance identification, and disassociation. The training takes place in the breathtakingly beautiful resort town of Banff, near Calgary, high in the Canadian Rockies.  
Workshop eligibility: Masters or Doctorate degree in the helping professions.

by Stephen Gilligan, PhD. and Paul Carter, PhD.

Category One Credits are pending for Psychologists, Medical Doctors, and Dentists in the United States and Canada.

AUGUST 14 - 19, 1984  
BANFF, ALBERTA CANADA  
tuition: \$390 (\$475 Canadian) before June 30, 1984  
\$410 (\$500 Canadian) after June 30, 1984

For information contact:  
MARILYN ATKINSON, M.A.  
(604) 872-1185 or (604) 876-0916

THE VANCOUVER WHOLE PERSON SOCIETY  
2021 Columbia Street  
Vancouver, B.C. CANADA V5Y 3C9

## 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 ain't so that gives us trouble."* to which he would sometimes add, "And it's what we know but don't know we know that gives us even more trouble." The quotation (in italics) he variously attributes 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/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 profits 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 prescription, paradoxical double binds and strategic interventions using complex embedded metaphors, hypnosis, paradoxical interventions, confusion techniques, self image thinking techniques, family reorganization techniques, brief therapy approaches 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 3—AUGUST 12, 1984**  
**ALBUQUERQUE, NEW MEXICO**

tuition: \$600 (\$550 before June 1st)  
For information write:

STEPHEN H. WOLINSKY, M.A.  
122 DARTMOUTH SOUTHEAST  
ALBUQUERQUE, NEW MEXICO 87106  
PHONE: (505) 265-0607 (505) 255-3770

## — 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 renown faculty for the meeting will be Joseph Barber, Ph.D.; Herbert F. Lustig, M.D., M.A.; Michele Ritterman, Ph.D.; Stephen Lankton, ACSW; 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/Prov./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 Master's 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

## The Process of Induction: A Training Videotape Featuring Inductions Conducted by Milton H. Erickson in 1964.

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 (3/4"—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 (3/4"—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 Ericsonian Hypnotic Suggestion, Stephen Lankton, ACSW
- E. Ericksonian Induction Strategies, Robert Pearson, M.D.
- F. Conversational Introduction to Trance, Kay Thompson, D.D.S.

- 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.

### 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.

**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:

Quantity	Tape No.	Year	Therapist	Price
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

Total No. of Video Cassettes Ordered: \_\_\_\_\_ Total Price: \$ \_\_\_\_\_

Arizona residents only, add 6% Sales Tax \$ \_\_\_\_\_

Please add \$5.00 per order for Shipping & Handling \$ \_\_\_\_\_

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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  
Myths 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  
Diagnostic 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 non verbal inductions  
Use of confusion techniques  
The use of symptoms in therapy  
Cognitive and behavioral approaches  
Use of binds and double binds  
Facilitating amnesia  
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  
Videotape presentation of Erickson's work from the 1950's and the 1970's (optional)  
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 fee 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.

### INSERVICE TRAINING

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

**CEU'S Approved:** ANA, NASW, CA.BD. of Behavioral Science Examiners, FL, BD. of Professional Regulation

LOCATION	Basic Workshop Schedule	Intermediate Workshop Schedule	Advanced Workshop Schedule
	1984	1984	1984
Dallas Ft. Worth, TX Airport Marriott	May 4, 5	May 6	May 7
Chicago, IL Ramada Airport	May 4, 5	May 6	May 21
Minneapolis, MN Marquette	May 18, 19	May 20	May 21
New Orleans, LA Marriott	May 18, 19	May 20	May 21
Greensboro, NC Four Seasons	Jun. 1, 2	Jun. 3	Jun. 4
Atlanta, GA Atlanta American	Jun. 1, 2	Jun. 3	Jun. 4
Anchorage, AK Barrat Inn	Jul. 20, 21	Jul. 22	Jul. 23
San Francisco, CA Cathedral Hill	Jul. 27, 28	Jul. 29	Jul. 30
Great Falls, MT Sheraton	Jul. 27, 28	Jul. 29	Jul. 30
Boston, MA Midtown Hotel	Aug. 17, 18	Aug. 19	Aug. 20
New York, NY Loew's Summit	Aug. 24, 25	Aug. 26	Aug. 27
Ft. Wayne, IN Phoenix Clinic	Sep. 14, 15	Sep. 16	Sep. 17
Garden City, Adelphi Univ.	Sep. 14, 15	Sep. 16	Sep. 17
Little Rock, AR Executive Inn	Sep. 14, 15	Sep. 16	Sep. 17
Spokane, WA Ramada Airport	Sep. 14, 15	Sep. 16	Sep. 17

**REGISTRATION:** Application should include name, degree, address, home and office telephone, workshop location and date(s). Mail to:

Anthony Gaito, ACSW, Director  
567 Split Rock Road, Syosset, NY 11791  
(516) 922-2926

### PAID ADVERTISEMENT

### MEDIA NOTES (Continued from Page 3)

The April 1983 issue of **The American Journal of Clinical Hypnosis** had several articles of interest. "Ericksonian Hypnotic Framework for Asian-Americans," by Sung C. Kim; "Pseudo-Orientation in Time in the Treatment of Agoraphobia," by Peter Tilton; "A Comparative Analysis of Direct and Indirect Hypnotic Communication Styles," by Michael Yapko.

The recent newsletter of The New York Society for Ericksonian Psychotherapy and Hypnosis contains an interview with Virginia Satir discussing her work with Erickson and a book review of Erickson's **Time Distortion** book by Sid Rosen. Contact them c/o Mrs. Joan Poelvoorde, 434 E. 52nd St., Apt. 6G, NY, NY 10022.

Irvington Publishers has announced the forthcoming publication of **Trancework: An Introduction to Clinical**

**Hypnosis** by Michael Yapko, Ph.D. Irvington also has announced that **Dynamics of Therapeutic Trance**, volume #1 in the series of seminar, workshop and lecture transcriptions 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

(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.

CONTACT ADDRESSES FOR UPCOMING SEMINARS/WORKSHOPS	DATE	TITLE/LOCATION/LEADER	CONTACT
1. The Milton H. Erickson Foundation, 3606 North 24th St., Phoenix, AZ 85016, (602) 956-6196.	4/27-5/1	Intro Hypnosis, San Diego, CA, Yapko.....	2
2. MHE Institute of San Diego, 2525 Camino Del Rio S. #225, San Diego, CA 92108, (619) 295-1010.	4/27-29	Ericksonian Hypnotherapy, Austin, TX, Carter/Gilligan .....	3
3. Sam Cangelosi, 300 Allen Center, Suite 207, San Marcos, TX 78666, (512) 327-9177.	4/27-29	Advanced Hypnotherapy, Bern, Germany, Lehrer .....	4
4. Christoph Kleine, (031) 459703.	4/27-28	Ericksonian Hypnosis and Therapy, Charlotte, NC, O'Hanlon .....	5
5. Charlotte Associates for Family and Psychological Services, 515 Fenton Place, Charlotte, NC 28207, (704) 333-2988.	4/27-28	Hypnosis with Children, Oxford, England, Lehrer .....	6
6. J. Wilk, London Workshop for Ericksonian Psychotherapists, 104A Acre Ln., London, England SW2 5SP, 0114417338800.	4/27-29	Ericksonian Hypnosis, Austin, TX, Gilligan & Carter .....	26
7. The Center for Ericksonian Studies, 7260 Braun Way, Arvada, CO 80005, (303) 355-0572.	4/28-30	Treatment Planning, Denver, CO, Zeig.....	7
8. David Lingley, 10923 72nd Ave., Edmonton, AB Canada T6G 0B1, (403) 414-8944.	5/4-8	Ericksonian Hypnotherapy, Edmonton, Alberta, Canada, Carter ....	8
9. PSI, 921 Lincoln Ave., Charleston, IL 61920, (217) 345-7313.	5/5	Therapeutic Metaphors with Children, Los Angeles, CA, Mills/Crowley .....	28
10. Hypnosis Training Institute, 2235 Broadway, Boulder, CO 80302, (303) 449-0778.	5/5-6	Ericksonian Hypnotherapy, Champaign, IL, Moore/Williams .....	9
11. Deborah Ross, Ph.D., 19845 Skyline Blvd., Los Gatos, CA 95030, (408) 354-7738.	5/5-8	Hypnosis and Therapy, Boulder, CO, Shane .....	10
12. Registrar, Dept. of Conferences, U. of Minnesota, 233 Nolte Center, 315 Pillsbury Dr. SE, Minneapolis, MN 55455-0118.	5/10-13	Advanced Hypnotherapy, Santa Cruz, CA, Ross.....	11
13. NC Society of Clinical Hypnosis, c/o Reid Whiteside, 800 Nuttree Pl., Raleigh, NC 27606, (919) 851-5346.	5/10-11	Metaphor and Storytelling, Minneapolis, MN, Fischer .....	12
14. Professional Psychotherapy Center, P.O. Box 920051, Norcross, GA 30092, (404) 448-6028.	5/11-12	Ericksonian Approaches in the Cultivation of Quietness, Raleigh, NC, Rodger, Dick & Novick.....	13
15. Eugene Psychological Svcs., Mitch Schwartz, 1193 Pearl St., Eugene, OR 97401, (503) 485-8775.	5/12	Paradox, Atlanta, GA, Scroggs .....	14
16. Family Learning Center, 1724 Sherman Ave., Evanston, IL 60201, (312) 328-7999.	5/12-13	Ericksonian Interventions, San Diego, CA, Yapko .....	2
17. Maureen Ropke, Fredericiadje 16, 1310 Kobenhaven K. Denmark 01/112513.	5/18-20	Ericksonian Hypnotherapy, West Germany, Zeig .....	29
18. META Institute, P.O. Box 2591, La Jolla, CA 92037, (619) 454-5638.	5/18-20	Advanced Practicum, Los Gatos, CA, Moore/Ross.....	11
19. Association for Family Therapy, Barbara Jagger, 3 Mayfield Ave., Stratford upon Avon, Warks. CV37 6XB, England.	5/25	Hypnosis in Family Therapy, Eugene, OR, Ritterman .....	15
20. The Marriage and Family Institute, Westroads Medical Center, 911 South Brentwood, Clayton, MO, (314) 863-8734.	5/25-27	Ericksonian Hypnotherapy, West Germany, Zeig .....	30
21. Marc Lehrer, Ph.D., 1466 7th Ave., San Francisco, CA 94122, (415) 753-5968.	5/25-28	Ericksonian Hypnosis & Metaphor, Evanston, IL, Freedman/Combs	16
22. Wilhelm Gerl, M.E.G., 18 Tal Str., 8000 Munchen 2 W. Germany, 089/220224.	5/26-28	Copenhagen, Denmark, Carter .....	17
23. Therapeutic Learning Center, P.O. Box 24471, Omaha, NE 68124, (402) 426-9205/391-4223.	5/30-6/4	Ericksonian Hypnotherapy, West Germany, Zeig .....	31
24. TOC Carncross, Alive Programs, 7650 Teller, Arvada, CO 80003-2225, (303) 422-3344.	6/1-2	Ericksonian Strategic and Contextual Approaches, London, England, O'Hanlon .....	6
25. Marilyn Atkinson, 2021 Columbia St., Vancouver, BC V5Y 3C9 Canada, (604) 872-1185.	6/8-10	Hamburg, W. Germany, Carter .....	18
26. Sam Cangelosi, 3007 Loveland Cove, Austin, TX 78746, (512) 327-9177.	6/9	Clinical Issues in Hypnosis, Atlanta, GA, Scroggs .....	14
	6/10-13	Hypnotherapy, San Diego, CA, Yapko .....	2
	6/15	Ericksonian Hypnotherapy, San Diego, CA, Zeig/Yapko .....	1
	6/15	Ericksonian Family Therapy, Birmingham, England, O'Hanlon ....	19
	6/16	Ericksonian Hypnotherapy, Los Angeles, CA, Zeig/Barber .....	1
	6/16	Experiencing Erickson, St. Louis, MO, Spencer .....	20
	6/17	Ericksonian Hypnotherapy, Oakland, CA, Zeig/Poncelet .....	1
	6/20-24	Hypnotherapy, Soquel, CA, Lehrer .....	21
	6/20-24	Hypnotherapy, Los Gatos, CA, Ross.....	11
	6/20-24	Ericksonian Hypnotherapy, Munich, W. Germany, Carter/Gilligan .	22
	6/22	Experiencing Erickson, St. Louis, MO, Spencer .....	20
	6/23-24	Advanced Hypnosis and Metaphor, San Diego, CA, Beletsis .....	18
	6/23-24	Ericksonian Therapy/Paradox, NYC, NY, O'Hanlon .....	23
	7/14-15	Advanced Hypnotherapy, Atlanta, GA, Scroggs .....	14
	7/19-22	Advanced Hypnotherapy, Santa Cruz, CA, Lehrer .....	21
	7/19-22	Advanced Hypnotherapy, Los Gatos, CA, Ross.....	11
	7/21-22	Ericksonian Hypnosis & Therapy, San Diego, CA, Beletsis .....	18
	7/23-24	Ericksonian Hypnotherapy, Denver, CO, Carter/Gilligan .....	24
	7/30-8/3	5-Day Training in Phoenix, AZ, Zeig.....	1
	7/30-8/4	Advanced Supervision, Grand Lake, CO, Carter/Gilligan.....	24
	8/3-12	Ericksonian Seminar, Albuquerque, NM, Lankton .....	27
	8/6	Experiencing Erickson, Cape Cod, MA Spencer .....	20
	8/7	Advanced Ericksonian Hypnotherapy, Cape Cod, MA Spencer ....	20
	8/6-17	Hypnosis Residential, Los Gatos, CA, Ross .....	11
	8/24-28	Brief Family Therapy, Denver, CO, DeShazer .....	32
	8/31-9/3	Treatment Planning, Evanston, IL, Combs/Freedman .....	16
	9/14-18	Ericksonian Hypnotherapy, Banff, Canada, Carter .....	25
27. Stephen Wolinsky, MA, 122 Dartmouth, S.E., Albuquerque, NM 87106, (505) 265-0607.			
28. CA Assn. of Marriage & Family Therapists, 2605 Camino Del Rio South, San Diego, CA, (619) 297-7121.			
29. Siegfried Morochen, Bundesalle 137, 1000 Berlin 41, West Germany.			
30. Jurgen Wippich, Psychiatrisches Landeskrankenhaus Weissenau, 7980 Ravensburg-Weissenau, West Germany.			
31. Bernhard Trenkle, Peter Wenzel Weg 38, 6500 Heidelberg, West Germany			
32. Yvonne Dolan, Colorado Institute for Ericksonian Studies, 300 S. Jackson, Suite 210, Denver, CO 80206.			

# THE ERICKSSONIAN MONOGRAPHS

As announced in the previous newsletter, the Milton H. Erickson Foundation recently established a new periodical publication titled **The Ericksonian Monographs**.

The Monographs will publish only the highest quality articles dealing with Ericksonian hypnosis and psychotherapy, including technique, theory and research. It will be published irregularly; no more than three times a year.

The Editorial Board of the Monographs has been selected by the Board of Directors of the Foundation and the Editor. The Editorial Board will consist of 15 Associate Editors and 11 Advisory Editors. An International Advisory Board is composed of 18 professionals from 11 countries. Members of the Editorial Board to date include:

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3606 North 24th Street  
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Manuscripts are now being accepted for review. The theme of the first issue of the Monographs is **ELEMENTS AND DIMENSIONS OF AN ERICKSSONIAN APPROACH**. However, manuscripts on any aspect of Ericksonian

technique, theory or research will be accepted for review. Authors must follow the style and format requirements described in the American Psychological Association Manual (3rd edition). Inquiries and manuscripts should be addressed to Stephen R. Lankton, Editor, P.O. Box 958, Gulf Breeze, FL 32561. Information about subscriptions will be available in the next issue of the newsletter.

Stephen R. Lankton, A.C.S.W.

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