



SM

The Milton H. Erickson Foundation NEWSLETTER

Vol. 24, No. 2

SUMMER 2004

Inside This Issue

INTERVIEW:	
<i>Michele Ritterman, Ph.D.</i>	1
SPEAKING OF RESEARCH:	
<i>Research Support for Utilizing Capacities that are Already There</i>	4
THERAPEUTIC FRAMEWORKS:	
<i>Creating an Intense Response "The Therapeutic Trauma"</i>	6
CONNECTIONS:	
<i>Erickson's Influence on Ministry</i>	7
CASE REPORT:	
<i>Unreasonably Rationality</i>	9
CONTRIBUTORS OF NOTE:	
<i>Marion P. Kostka, Ed.D.</i>	10
INTRODUCING THE INSTITUTES:	
<i>The Milton H. Erickson Institute of Sao Paulo, Brazil.</i>	13
HISTORICAL TIMES:	
<i>Alexander Luria, 1902-1977</i>	14

Visit Our Website:
www.erickson-foundation.org

I N T E R V I E W

Michele Ritterman, Ph.D.

Interviewed by,
Sharon McLaughlin, M.A.

Michele Ritterman authored the first systematic integration of hypnosis and family therapy, Using Hypnosis in Family Therapy; a human rights book Hope Under Siege: Terror and Family Support in Chile, and numerous papers and articles on Erickson, on Stopping the Clock: Subjective Time in Therapy, and on Torture, The Counter-Therapy of the State, Hyperactivity, and, last but not never least, on the healing powers of Love. I met with Dr. Ritterman at her home in Oakland to discuss the influence of Erickson on her work.

SM: How did you get started with Erickson?

MR: I was a graduate student at Temple University, and I was interning at Philadelphia Child Guidance Clinic with Jay Haley, Salvador Minuchin, and Braulio Montalvo. A

lot of great teachers were there. One of my fellow students gave me *Advanced Techniques of Hypnosis and Therapy* that Haley had edited. I started reading it all the time, and started using whatever principles I extracted from Erickson's cases with my own. I took whatever Erickson did and applied it to family therapy. I would read how Erickson would handle the case, and he did things like playing with subjective time distortion, so I took the time distortion idea and applied it to one client, an alcoholic man. I had him visualize how many drinks he had, and had him graph them in his mind with the length of his life and how many years each drink was taking off his life. I had him hallucinate that



every time he drank it was associated with death. At the same time I was working with his wife, who cried all the time. And the presenting complaint had originally been the child who was enuretic. I started to see one was taking in too many fluids, one was crying and one was peeing. So to integrate hypnosis with family therapy, I started to apply Erickson techniques with each family member. When I wrote up the case in my first book I called it a case of family hydraulics, a kind of redistribution of the family water system. This was one of my first cases, and I was applying Erickson's work.

After I'd done everything I could on my own, I went to Haley and said

See INTERVIEW on page 9

THE NINTH INTERNATIONAL CONGRESS: A World of Unlimited Possibilities

25th Anniversary of The Milton H. Erickson Foundation
Phoenix, Arizona - December 2004

**NEW! The Full Brochure and Registration
Now Available ONLINE!**

www.erickson-foundation.org/intlcong.htm

**Make hotel and travel reservations
from the Congress Web Site!**

The Milton H. Erickson Foundation, Inc., is sponsoring the *Ninth International Congress on Ericksonian Approaches to Hypnosis and Psychotherapy: A World of Unlimited Possibilities*, December 1-5, 2004 (Wed-Sun), at the Hyatt Regency Phoenix in Phoenix, Ariz. The Ninth Congress celebrates the 25th Anniversary of the Milton H. Erickson Foundation, Inc.

The faculty includes: Abia, Andreas, Araoz, Baker, Barrettas, Battino, Bauer,
See 9TH CONGRESS on page 2

RETURN SERVICE REQUESTED
U.S.A.
Phoenix, Arizona 85016
3606 N. 24th Street
The Milton H. Erickson Foundation, Inc.

Non-Profit org.
U.S. Postage Paid
Phoenix, Arizona
Permit No. 813

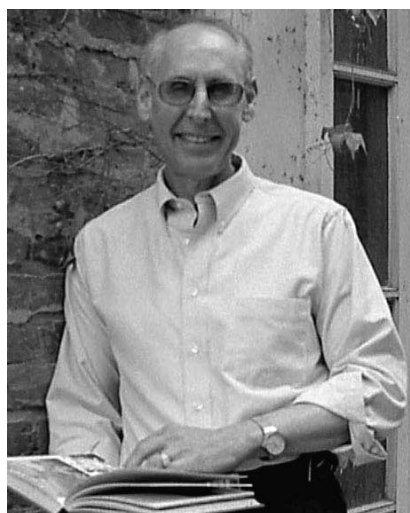
EDITOR'S COMMENTS

This issue is dedicated to the twenty-fifth anniversary of the Milton H. Erickson Foundation, which will be celebrated at the Erickson Congress, November 30 through December 5, 2004 in Phoenix, Arizona.

I remember attending the first Congress in 1980. Jeff Zeig and the Erickson family had invited a prestigious group of clinicians to talk about what they learned from Erickson and how they applied their learnings. I was still recovering from the loss of two of my most influential mentors, Erickson and Bateson, so I was yet to discover the depth of the influence they both were to have later in my life. I remember listening to Jeff Zeig, Jay Haley and Ernest Rossi discussing their personal experiences and learnings. I envied those who had spent years with Erickson. I guess it was a form of "Phoenix envy." It was a wonderful time. Not unlike a true Irish wake. Laughter, sadness, gratitude, joy, missing him.

I still miss Erickson. And yet, through the 25 years of Congresses, Institutes and trainings, his influence and legacy continue. I now listen to clinicians influenced by his teachings as seen through the eyes and hearts of second and third generation teachers. A form of the old telephone game, translating the learnings through the lens of the learner. Erickson would be pleased. He never wanted anyone to be him. He valued the translation of his ideas and the concepts into as many different individual permutations as there are people. He loved possibilities.

Therefore, this newsletter issue is



filled with his possibilities. The issue starts with Sharon McLaughlin's wonderful interview of Michele Ritterman. Book, audio and video reviews reflect his influence. Interpretations of theoretical and practical applications are presented in Alexander and Annellen Simpkins' Speaking of Research and Andreas' Therapeutic Frameworks. Rev. John Lentz' speaks about Erickson's impact on ministry. Ernest Rossi's telling of Erickson's influence on him in the Facets and Reflections column brings back memories of that original first Congress. And, of course, in the Case Report, I continue to hear the influence of Erickson's words.

So both the themes of this newsletter and the 25th Anniversary Congress promise to be a wonderful combination of newness and nostalgia. I look forward to meeting all of you December in Phoenix.

Rick Landis, Ph.D.
Laguna Niguel, CA

COUPLES CONFERENCE SLATED FOR BOSTON - MARCH 2005

The Milton H. Erickson Foundation, Inc., with organizational assistance by The Couples Institute (Menlo Park, Calif.), is sponsoring the next *Couples Conference*, March 4-6, 2005 (Friday through Sunday), at the Omni Parker Hotel in Boston, Massachusetts. The Couples Conferences have become a leading vehicle for learning the applications and the latest research on facilitating treatment with couples.

Presenters will include Ellyn Bader, Helen Fisher, Pat Love, Peggy Papp, Terry Real, Janis Spring, Jeffrey Zeig, and more.

A brochure will be available in October 2004. To place your name on the list to receive the brochure when it is available, contact the Milton H. Erickson Foundation, Inc., 3606 N. 24th Street, Phoenix, AZ 85016-6500; Tel, 602-956-6196; Fax, 602-956-0519; E-mail, office@erickson-foundation.org; Web, www.erickson-foundation.org/whatnew.htm Be sure to include your complete mailing address with your request.

9TH CONGRESS *continued from page 1*

Beaulieu, Beahrs, Bell-Gadsby, Burns, deShazer, Dilts, Dolan, Edgette, BA Erickson, Fisch, Flemons, Geary, Gilligan, Grodner, Greenleaf, Hammerschlag, Hartman, Havens, Hollander, Hoyt, Johnson, Kershaw, Klein, Kratochvil, Landis, S Lankton, Lynn, Lorio, Madanes, McLaughlin, McNeilly, Megglé, Miller, Mills, Munion, Nardone, Oster, Parsons-Fein, Phillips, Ray, Ritterman, Robles, Rosen, Rossi, Ruelas, Schwarz, Schefflin, Sherr, Short, Schmidt, Simpkins, Tamalonis, Trenkle, Wilson, Yapko, Zeig. Keynotes will be given by Stephen Gilligan, Cloé Madanes, Ernest Rossi, and Jeffrey Zeig.

The Congress will consist of two- and three-hour workshops, interactive events, and keynote addresses. In addition, an 18-hour course in Fundamental Ericksonian Hypnotherapy will run concurrently with the Congress with presentations by BA Erickson, Gilligan, S Lankton, Rossi, Yapko, and Zeig.

The Congress also will feature Solicited Short Courses by members of our 117 National and International Erickson Institutes and other Ericksonian professionals.

PRE-CONGRESS WORKSHOP!

Wednesday, December 1, 2004 - PROFESSIONAL RESOURCES DAY

Free with full-Congress registration! Learn valuable tips to improve yourself and your practice from our experts including a special evening workshop with Anthony Robbins. Topics will include practice and Institutes building, personal development, coaching, publishing, and organizing.

SPECIAL REGISTRATION FEE FOR NEWSLETTER READERS!

See the registration form on page 3 offering \$50 off current registration fees.*

To receive the brochure by mail contact The Milton H. Erickson Foundation, Inc., 3606 N. 24th Street, Phoenix, AZ 85016-6500; Tel, 602-956-6196; Fax, 602-956-0519; E-mail, mhefvol@aol.com. Be sure to include your complete mailing address with your request.

Come celebrate 25 years of the Erickson Foundation and discover a *World of Unlimited Possibilities!*

*Note: The Newsletter \$50 registration discount is not available with Online registration. Also, Graduate Students/Interns/Seniors (age 65 and above) can not use Online registration due to required paperwork. See the Congress web site for more information.

The Milton H. Erickson Foundation NEWSLETTER

Executive Editor: Richard Landis, Ph.D.

Managing Editor: Sharon McLaughlin, M.A.

Review Editors: C. Alexander Simpkins, Ph.D.,
Annellen Simpkins, Ph.D.

Web Editor: Barry Grossman

Production Assistant: Karen Haviley

Guest Editors: Betty Alice Erickson, M.S., LPC, LMFT, Kathleen Donaghy, Ph.D. **Institutes:** Marilia Baker, M.S.W.

Contributor of Note: Roxanna Erickson Klein, R.N., Ph.D.
Historical Times: Eugene Don

Guest Reviewers: Michael Grusenmeyer, M.D., Deborah Beckman, M.S., LPC, Maria Escalante Cortina, Will Handy, LMSW-ACP

—Board of Directors—
Jeffrey K. Zeig, Ph.D.

Roxanna Erickson Klein, R.N., Ph.D.
J. Charles Theisen, M.A., M.B.A., J.D.
Camillo Lorio, M.D.
Bernhard Trenkle, Dipl.Psych.

The Milton H. Erickson Foundation, Inc.
3606 North 24th Street
Phoenix, Arizona 85016-6500
U.S.A.
Telephone: (602) 956-6196
FAX: (602) 956-0519

S P E A K I N G O F R E S E A R C H

Research Support for Utilizing Capacities that are Already There

By C. Alexander Simpkins Ph.D.
& Annellen Simpkins Ph.D.

When trances are so elicited, they are still a result of ideas, associations, mental processes and understandings already existing and merely aroused within the subject himself. Yet too many investigators working in the field regard their activities and their intentions and desires as the effective forces, and they actually uncritically believe that their own utterances to the subject elicit, evoke, or initiate specific responses, without seeming to realize that what they say or do serves only as a means to stimulate and arouse in the subjects past learnings, understandings, and experiential acquisitions, some consciously, some unconsciously acquired.

(Erickson, 1964)

Erickson proposed the idea that what we know is already present

within, and that therapeutic change is actually a process of activating potentials that are already there. Erickson dramatized this point during a teaching seminar by recounting how he worked with a patient, an elderly woman known as "Ma Kate" who had very little education and complained that she could not learn to read or write (Haley 1985). By asking certain carefully phrased questions, guiding her to put together what she already knew, Erickson helped her to discover for herself how to write. This is how Erickson described the interaction at a seminar we attended.

Erickson asked, "Do you know what a pencil is?"

"Yes"

"And can you hold it?"

"Yes, I can."

"Can you draw a line?"

"Yes, I can draw a line."

Now can you draw a circle?"

"Yes I can draw a circle."

"Can you put the line right next to the circle?"

"Yes, I can."

"Well now, you have just formed the letter b."

"Even prior to its being explicitly noticed, identified, perceived, coherence seems to guide thought and action tacitly."

And Erickson proceeded to show her that she already knew how to write lines; straight lines, slanted lines, curved lines, and with these lines, she could write the entire alphabet. Put together, the groups of letters had names. Within three weeks she could read and write.

This principle was tested in an interesting study. Subjects were given sixty paired word triads. One was from Mednick and Mednick's (1962) Remote Associates Test (RAT) and the other triad was random, generated by placing together three words from different RAT items that were not associated. Subjects were asked to solve the triads in eight seconds. And if they couldn't solve either triad, they were supposed to pick which of the two triads was solvable, even if they had to guess. Sample trial pair:

Triad A: mouth, sixteen, lines

Triad B: coin, quick, spoon

The solution is triad B: silver

The results showed that even though people couldn't always solve the triads, (58% solved the triads), a much larger percent, 73%, were able to pick which triads were solvable. The researchers concluded that people have a sense of coherence even before they can identify what the knowing is based on. "Even prior to its being explicitly noticed, identified, perceived, coherence seems to guide thought and action tacitly." (Bowers, 1981)

Another study looked at the effects of suggestibility and imagery of ambiguous figures (Marucci & Meo, 2000) and found that highly suggestible subjects were better at attributing meaning to ambiguous figures than low suggestible subjects. These results showed that highly suggestible persons displayed a higher ability in the attribution of meanings, and could find clearer solutions to problems with ambiguous stimuli.

This suggestibility research also offers support for Erickson's claim

about unconscious resources that people can draw on. We can utilize the natural resources of the patient for change through suggestibility. Often, therapeutic models assume that therapists need to teach or model something to their patients that they don't know; but we may have more effective results when we draw out what is already there. Suggestibility, used properly, may help clients to get in touch with their resources to solve their life problem. The actual solution behavior, modeled by the therapist, is only a mirror, secondary to the patient's own innate or already learned potential. To know what you don't know is the beginning of true wisdom.

Bibliography

- Bowers, K.S. 1984. "On being unconsciously influenced and informed." In Bowers, K.S. & Meichenbaum, D.S. Eds. *The unconscious reconsidered*. New York: John Wiley & Sons. 227-272.
- Erickson, M.H. 1964. "An hypnotic technique for resistant patients: the patient, the technique and its rationale and field experiments." *Amer. J. Clin. Hyp.* 1 8-32.
- Haley, J. 1985. *Conversations with Milton H. Erickson M.D. volume I*. New York: Triangle Press (pp.243-245).
- Marucci, F.S. & Meo, M. 2000. "Suggestibility and imagery during attribution of meaning to ambiguous figures. Pascalis, V.D., Gheorghiu, V.A., Sheehan, P.W., & Kirsch, I. Eds. *Suggestion and Suggestibility: Theory and Research. Hypnosis International Monographs 4*. 167-175.
- Mednick, S. A. & Mednick, M.T. 1962. *Examiner's manual: Remote associates test*. Boston: Houghton-Mifflin.

VOLUNTEERS NEEDED FOR ERICKSON CONGRESS

DECEMBER 2004!

The Milton H. Erickson Foundation is seeking full-time graduate students and interns to assist the staff and faculty at the upcoming *Ninth International Congress on Ericksonian Approaches to Hypnosis and Psychotherapy*, December 1-5, 2004, at the Hyatt Regency Phoenix, Phoenix, Arizona.

In exchange for registration fees, volunteers will assist with registration procedures, continuing education, assist the staff and faculty and monitor meeting rooms. Volunteers must send a \$75 deposit that will be refunded after successful completion of volunteer duties.

Full-time graduate students and interns are the first to be accepted as volunteers. If needed, professionals will be accepted as the meeting draws near. Volunteer duties are assigned based on the needs of each session, the faculty and staff. Accepted volunteers must attend a MANDATORY volunteer meeting on Tuesday, November 30, 2004, at approximately 6:30PM. To volunteer, please send a letter requesting a Volunteer Application packet to: The Milton H. Erickson Foundation, Inc., ATTN: Karen Haviley, 3606 N. 24th Street, Phoenix, AZ 85016-6500; E-mail, karen@erickson-foundation.org; Tel, 602/956-6196; Fax, 602-956-0519. Please include your complete mailing address with your request.

CHALLENGING COUPLES CHALLENGING THERAPISTS

March 26-28, 2004 LOS ANGELES, CALIFORNIA

sponsored by The Milton H. Erickson Foundation

Tapes are \$11 each CDs are \$16 each

ALL WORKSHOPS REQUIRE PURCHASE OF 2 TAPES OR 2CDs TO RECEIVE THE FULL RECORDING

Purchase 6 tapes/CDs, get a 7th tape/CD FREE! Complete set (52 tapes) \$458, (52 CDs) \$665

PLEASE CHECK THE BOX NEXT TO THE SESSIONS YOU WISH TO ORDER

KEYNOTES

- CC04-K2 Twelve Strategies for Solving Marital Problems – *Cloé Madanes*
- CC04-K3 Healing the Hardware of the Relational Soul: The Biology of Intimacy *Daniel Amen*
- CC04-K4 Why Love Tanks and What to Do About It – *Terry Real*
- CC04-K5 The Drive to Love – *Helen Fisher*
- CC04-K6 Making Your Couples Therapy Brain-Smart – *Pat Love*

CONVERSATION HOURS

- CC04-CH1 Dilemmas of Marriage *Cloé Madanes*
- CC04-CH2 Couples and Grief *Jeffrey Zeig*

DIALOGUES

- CC04-DT1 Affairs and Eroticism *Esther Perel, Janis Spring*
- CC04-DT2 Intimacy *Pat Love, Jeffrey Zeig*
- CC04-DT3 Your Toughest Cases: Is It About You or Them? – *Ellyn Bader, Peter Pearson*

DIALOGUES (Continued)

- CC04-DT4 Addictions and Couples *Stephanie Brown, Terry Real*

WORKSHOPS - 2 tapes/CDs

- CC04-W1ab Confrontation: Being Gentle and Being Tough – *Ellyn Bader*
- CC04-W2ab Cross-Cultural and Inter-Religious Couples: Challenges and Choices – *Esther Perel*
- CC04-W3ab Hypnotherapy with Couples: Experiential Methods – *Jeffrey Zeig*
- CC04-W4ab After the Affair: Trauma and Reconnection – *Janis Spring*
- CC04-W5ab Erotic Intelligence: Reconciling Sensuality and Domesticity *Esther Perel*
- CC04-W6ab When Post-Traumatic Stress Becomes Post Romantic Stress – *Pat Love*
- CC04-W7ab ADD in Intimate Relationships – *Daniel Amen*
- CC04-W8ab Treating Love-Avoidant Men *Terry Real*
- CC04-W9ab The Passive Aggressive Partner: From Frustration to Collaboration *Peter Pearson*

WORKSHOPS (Continued)

- CC04-W10ab Relational Recovery Therapy: A Radical New Approach to Intimacy Problems *Terry Real*
- CC04-W11ab The Silent Divorce: The Effects of Anxiety and Depression on Relationships - *Pat Love, EdD*
- CC04-W12ab Repair, Recovery and Differentiation in the Narcissistic Dyad *Ellyn Bader*
- CC04-W13ab Working with the Actively Addicted Couple: Challenging Their Defensive Structure – *Stephanie Brown*
- CC04-W14ab I'm Mad and It's Not My Fault! *Peter Pearson*
- CC04-W15ab Working with Difficult Couples: Domestic Violence I – *Cloé Madanes*
- CC04-W16ab Working with the Addicted Couple in Recovery – *Stephanie Brown*
- CC04-W17ab Preventing Marital Violence: Domestic Violence II – *Cloé Madanes*
- CC04-W18ab Exploring the Interaction Between Lust, Romantic Attraction and Attachment *Helen Fisher*
- CC04-W19abcd (FOUR tapes, \$40.00) Law and Ethics Update for Clinicians Working with Families and Children – *Steven Frankel*

AUDIOCASSETTE ORDER FORM

CHALLENGING COUPLES CHALLENGING THERAPISTS

March 26-28, 2004 Los Angeles, California

Tapes are \$11 each, CDs are \$16 each. Please note that workshops are 2 tapes @ \$22.00, 2 CDs @ \$32

Complete set of 52 tapes – \$458 ♦ Complete set of 52 CDs – \$665

Shipping and handling: add \$1 per tape/CD, \$12 maximum

Please mark your selections above and return this entire form with payment to:

THE MILTON H. ERICKSON FOUNDATION
3606 N. 24th Street, Phoenix, AZ 85016-6500
Phone (602) 956-6196 Fax (602) 956-0519
E-mail mhervol@aol.com

Name _____ Degree _____

University _____ Major _____

Mailing Address _____

City _____ State _____ Zip _____

Lic/Cert Type/No. _____

Phone _____ Fax _____

Method of Payment:

Check (payable to The Milton H. Erickson Foundation drawn on a US Bank in US Currency)

MasterCard Visa Purchase Order no. _____
(\$100 or more only)

Card no. _____ Expiration ____/____

Signature _____

Purchase Eligibility: These tapes may be purchased by professionals in health-related fields including physicians, doctoral-level psychologists, podiatrists 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.

PRICING INFORMATION

Tapes \$11 each ; CDs \$16 each (count "ab" as 2 tapes/CDs!)

Buy 6 tapes/CDs, get a 7th tape/CD FREE!

Complete set of 52 Tapes – \$458; Complete set of 52 CDs – \$665

Total number of audiotapes ____ x \$11 each _____

Total number of CDs ____ x \$16 each _____

Complete Set of 52 tapes, discounted @ \$458 _____

Complete Set of 52 CDs, discounted @ \$665 _____

SUB TOTAL _____

Shipping and handling _____

\$1.00 per tape/CD, \$12.00 maximum

International shipping and handling _____

ADD 10% of SUB TOTAL from above

Arizona residents add 1.8% sales tax _____

GRAND TOTAL _____

Please allow 4 to 5 weeks to process mail orders - ALL SALES ARE FINAL Thank You!

THERAPEUTIC FRAMEWORKS

Creating an Intense Response "The Therapeutic Trauma"

By Steve Andreas, M.A.

A woman told Milton Erickson about her eight-year-old daughter, Ruth, who hated EVERYBODY:

A very MISERABLE kind of girl. I (Erickson) asked the mother what she thought made the girl hate herself and everybody else.

The mother said, "Her face is a solid freckle. And the kids call her, "Freckles."

And I said, "All right, bring the girl in, even if you have to do so forcibly." So little Ruth came in just so defiant, ready for a fight, ...stalking in defiantly and scowled.

I said, "You're a thief!" She knew she wasn't. I said, "Oh, yes, I know you steal...I have PROOF of it." And she denied that emphatically.

"I have PROOF. I even know where you WERE when you stole. You listen, I'll tell you, and you'll know you are guilty." You can't imagine her contempt for my statements.

*...When you consider a lot of neurotic manifestations,
some little traumatic thing will precipitate
progressively larger and larger neurosis.*

I said, "You are in the kitchen, standing on a kitchen table, reaching up to the cookie jar for cinnamon cookies, and some cinnamon fell on your face, Cinnamon Face."

First time Ruth knew freckles were cinnamon face. It completely reoriented her... All I did was reORIENT the situation, I didn't change it, I just reoriented it. And very few people know the importance of reorientation (Gordon and Meyers-Anderson, 1980).

Erickson often went to great lengths to create a dramatic, and therefore impactful and memorable context for delivering an intervention. A good drama requires a script, preparation, and practice in advance, so that its delivery is powerful, creating an impactful experience that will actually make a difference in someone's life. Let's take another look.

Erickson got Ruth's complete attention by eliciting a full response of her hating (not by matching "rapport" moves, but by offering himself as a target for her hate, utilizing and amplifying her response of hatred). He did this by attacking not just her behavior, but her identity. "You're a thief." (In contrast to "You stole something once.")

Then he says, "I have PROOF," making the accusation even stronger.

Then Erickson moves from past tense, "I even know where you WERE when you stole," into the future, "You listen, I'll tell you and you'll know you are guilty," orienting her to anticipating his future statements.

"You are in the kitchen, standing on a kitchen table, reaching up to the cookie jar for cinnamon cookies..." This present verb tense puts her mentally into the situation he is describing, as a fully associated present experience.

All this preparation insures that when he delivers the "punch line" that resolves the drama and changes the meaning of everything that he has said, "she will respond fully, as if cinnamon really had fallen on her face.

Imagine how different (and ineffectual) it would have been if Erickson had flatly said, "Look, you think of your freckle face as ugly, but actually it looks like cinnamon."

Her hatred of everyone--including Erickson--would have prevented her from

even considering the reframe.

A 14-year-old girl was becoming withdrawn and unsocial because she thought her feet were too large. Erickson arranged to conduct a physical examination of her mother at home, asking the girl to be present and assist him." ... I sent the girl for a teaspoon so I could look at mother's throat, and then I had the girl hold a flashlight as I was looking at mother's eyes and mother's throat. In getting the girl to do things, I asked her to wait so that she could stand right there in case I needed her again." After completing a very thorough examination, and while Erickson was talking to the mother, he "accidentally" stepped back hard on the girl's bare toes and she cried out in pain. "I turned to her and in a tone of absolute fury, I said to her, 'If you would grow those things large enough for a man to see, I wouldn't be in this sort of situation!'" (Implication/presupposition: her feet are small).

There is so much packed into that moment--the daughter's anxiety about her mother's health, her role in assisting the doctor, the pain in her toes, a respected older man shouting angrily at her, and the puzzling comment that presupposed that she could grow her feet larger! Before Erickson left the house the daughter asked the mother if she could go out to a show, and there was no further reclusive behavior.

Erickson commented on this example as follows:

"You see, the girl thought her feet were too large, and in the most beautifully convincing way, I had forced upon her a compliment, if she would grow her feet large enough for a man to see. There was no way of rejecting the compliment. There was no way of disputing. I certainly hadn't been trying to make her feel better. There was nothing for the girl to do but accept the absolute proof that her feet were small. There's no other way.

"...When you consider a lot of neurotic manifestations, some little traumatic thing will precipitate progressively larger and larger neurosis. Why can't you take the same attitude toward the correction of neurosis? Take something that is in essence a traumatic thing, correctly orient it, and just thrust it upon the person in such a fashion that they have to accept it, and deal with it and incorporate it... The therapeutic trauma." (Haley, 1985).

We know a lot now about how the brain learns very quickly in states of intense traumatic arousal that create a limited focus of attention in the same way that hypnosis does. Drama can create this intense arousal for positive learning as well.

References:

Gordon, D. and Meyers-Anderson, M. (1981) Phoenix, Cupertino, CA: Meta Publications, p.80.

Haley, J. (1985) Conversations with Milton H. Erickson Vol. III, New York, NY: Triangle Press p.p. 12-18.

MASTER CLASSES IN ERICKSONIAN SUPERVISION WITH JEFF ZEIG

WHERE: NEW YORK CITY – THE ONLY PLACE GIVEN IN THE USA
AT THE OFFICE OF HELEN ADRIENNE, CSW
420 EAST 64TH STREET, NY, NY 10021

WHEN: 4 DAYS FROM 9AM TO 5 PM – ONLY 12 PEOPLE
JULY 31 – AUGUST 3, 2004 – 2 places still available
NOVEMBER 13 – 16, 2004
FEBRUARY 3 – 6, 2005
MAY 12 – 15, 2005
JULY 21 – 24, 2005
NOVEMBER 10 – 13, 2005

FOR MORE INFORMATION CALL, EMAIL or GO TO WEB SITE:

HELEN ADRIENNE AT 212-758-0125
HMSW@aol.com
www.helenadrienne.com

Erickson's Influence on Ministry

By Rev. John Lentz D.Min.

Dr. Lentz is the Director of the Ericksonian Institute of Jeffersonville, Indiana, and Pastor of Radcliff Presbyterian Church. He is the retired Chief Chaplain of the Kentucky Correctional Institution for Women and Adjunct Professor of Louisville Presbyterian Theological Seminary.

It has been my experience that Dr. Erickson's work has helped many people in ministry. While the following are personal experiences and observations, I believe they are representative of how people from a faith perspective are drawn to Erickson's work. I'm grateful to be sharing these experiences with you to highlight Erickson's impact on my approach to ministry and counseling.

It is no exaggeration to say that Erickson's work has impacted every aspect of my ministry. His genuine-

ness in treating each person as unique trumpets his deep respect and compassion for people. His emphasis on, and ability to transform shame-generating problems into sources of pride and self-esteem are in harmony with a theology of a loving God. Erickson's work was, and is, the most spiritually positive approach that I have ever encountered. In part, this is due to his profound emphasis on life as reflected in the way he lived, in his actions.

Dr. Erickson's genuineness and commitment to life was obvious. This induces people to look for solutions rather than feeling self-pity. His own physical limitations gave him even more credibility with patients who felt limited themselves. Erickson invited others to embrace life in ways that he loved and therefore his words rang with truth. The more I know, the more his work influences what I do and how I do it. His utilization principle and emphasis on hypnotic language, as well as the blurring of the lines of formal trance, were innovations that have given me permission to understand ministry in a whole new light.



LOVE & INTIMACY: THE COUPLES CONFERENCE

March 4 - 6, 2005 (Friday-Sunday)

Omni Parker Hotel Boston, Massachusetts

Featuring . . . Ellyn Bader, Helen Fisher, Sue Johnson, Pat Love, Peggy Papp, Terry Real, Janis Spring, Jeffrey Zeig . . . and others

To receive more information about this exciting meeting, contact the Milton H. Erickson Foundation
Tel 602-956-6196 Fax 602-956-0519
office@erickson-foundation.org
<http://www.erickson-foundation.org/whatnew.htm>

THE NINTH INTERNATIONAL CONGRESS ON ERICKSONIAN APPROACHES TO HYPNOSIS AND PSYCHOTHERAPY

Hyatt Regency Phoenix Phoenix, AZ
December 1-5, 2004

Sponsored by
The Milton H. Erickson Foundation, Inc.

SYLLABUS ADVERTISING FREE-TAKE-ONE TABLE

CONFERENCE ON-SITE SYLLABUS ADVERTISING

Full Page:	\$550	7 1/2"w x 9 1/2" h
1/2 Page Horiz:	\$350	7 1/2"w x 4 3/4" h
1/4 Page:	\$200	3 3/4"w x 4 3/4" h

Application and artwork must be received by October 15, 2004.

FREE-TAKE-ONE LITERATURE TABLE

\$200 per display piece

(Send 700 Pieces)

Application and sample piece must be received by October 15, 2004.

For Information and an Application:

The Milton H. Erickson Foundation, Inc.
3606 N. 24th Street Phoenix, AZ 85044-6500
Tel, 602.956.6196 ext.212
E-mail, karen@erickson-foundation.org

As a young chaplain, I struggled to find ways of becoming a better minister and therapist. While I first began studying Erickson's work, I found it changing my understanding of ministry and transforming the way I approached therapy. Dr. Erickson's work became one lens through which I looked at how prayer, sermons and pastoral visits could provide healing. For example, before, I could not understand how anyone could want someone else to pray for them. To me, this seemed demeaning. Why couldn't individuals pray for themselves? Then, because of Erickson's influence, it dawned on me that prayer is an altered state and that when people wanted me to pray for them, they were asking me to invite them into an altered state of awareness. Suddenly, I was very eager and ready to pray with people. Now it made perfect sense. And it treated the other person in a respectful way. Prayer became an opportunity to invoke an altered state and was useful for brief therapy interventions.

Over time, it also made sense to use prayer as a means of a brief trance state to do therapeutic work. If people

got into difficulties through an altered state and could more easily overcome the original block to effective living, then prayer was a natural opportunity to utilize an altered state. For many, it is a place where they feel safe. The most complex therapeutic piece of work I ever did while praying was to incorporate the scramble technique into a prayer so a young woman who was a serious cutter could stop cutting herself. Because of her fundamental beliefs it was easier to do it that way than it was as a therapist. It worked.

Sermons are another area where Erickson's work transformed my thinking. I had studied preaching but nothing had helped me understand how preaching could really help people - to heal, to change, to overcome. Armed with an Ericksonian understanding of language, sermons became a means of helping people through evoking an altered state. Using variations of conversational trance within the guidelines of what constitutes a sermon became easy. Crafting them to be intentionally therapeutic was more challenging. With much help from Jeff Zeig and using

See CONNECTIONS on page 8

WEB NEWS

FOUNDATION WEB SITE AVAILABLE IN SPANISH!

Fundación Milton Erickson - Español

The Erickson Foundation would like to sincerely thank Albert Alcaine for his time and energy translating the Foundation Web Site to Spanish. The link is available from the Milton H. Erickson Foundation Homepage: www.erickson-foundation.org

THE MILTON H. ERICKSON FOUNDATION PRESS

www.erickson-foundation.org/press

The Milton H. Erickson Foundation, Inc., has more than 20 years of experience in providing internationally recognized training programs for mental health providers.

The Milton H. Erickson Foundation Press is now offering a variety of published resources in the fields of brief therapy and hypnosis. Offering a veritable library of printed, audio, video and CD resources. To view the complete catalog of available resources: www.erickson-foundation.org/press/catalog.htm

ONLINE NEWSLETTER

The Online version of *The Milton H. Erickson Foundation Newsletter* can be found at <http://www.erickson-foundation.org/news>

Download the Foundation Newsletter to Palm Pilot or Pocket PC

You can now download each issue to a hand held PC or any computer to read at your convenience. All files are formatted for ¡Silo and Acrobat. For more information visit our web site: www.erickson-foundation.org/news/archives.htm

JOIN THE FOUNDATION E-MAIL MAILING LIST!

Be the first to receive conference announcements and registration specials; information on audio-, videotape, and CD specials from the Erickson Press; and to automatically receive the Online version of the Erickson Newsletter and more, sign-up on our web site: www.erickson-foundation.org/whatnew.htm *The Erickson Foundation will not sell or rent your E-mail address to any person or organization.*

THE ERICKSON LISTSERV - Join the Discussion!

This Internet discussion group addresses Ericksonian approaches to hypnosis and psychotherapy. Additionally, list members have access to a web site featuring papers, photographs, and a matching service for workshop presenters and those in need of training.

TO SUBSCRIBE: <http://www.topica.com/lists/EricksonList>

Or send a BLANK e-mail to: EricksonList-subscribe@topica.com

SCEH HAS A NEW WEB SITE:

The Society for Clinical and Experimental Hypnosis has a new Web Site! www.sceh.us The web site will be separate but linked to the IJCEH web site aiding in professional and public access to their work.

Correction:

The following information was omitted from a review in the last issue of the Newsletter:

Family Therapy in Bali by Jay Haley and M. Richeport-Haley
Available from: Triangle Productions
PO Box 8094
La Jolla, California 92038
www.haley-therapies.com

INTERNATIONAL NEWS:

A unique two-day workshop on Ericksonian Hypnosis was held in February in Guatemala City, Guatemala, by ACT, a division of the International Institute for Hypnosis, Trauma Training and Research. Faculty was Stephen Paul Adler, New York City and Betty Alice Erickson, Dallas, Texas. This meeting was the first time Ericksonian Hypnosis had been presented in the country of Guatemala and among the very first gatherings where qualified indigenous groups were welcomed as equals. Haneli de Vries of Holland, worked with many village leaders in the countryside, for approximately three years, making sure that these influential people met educational requirements for this workshop. Stephen Gilligan graciously permitted use of material from one of his books, *Therapeutic Trances*, to supplement the extensive teaching materials from Adler and Erickson all of which were bound in a 55-page booklet given to each participant. A cash donation from the First Franco Granone Prize, awarded to Ms Erickson by the Central Italian Society for Clinical and Experimental Hypnosis provided some of the funding for this ground-breaking event.

BOOK NEWS

The *Journal of Brief Therapy* is available through Springer Publishing Company (New York). The Journal is published biannually in Fall/Winter and Spring/Summer. For information and subscription contact Springer Publishing Company, 536 Broadway, New York, NY 10012-3955; Web, www.springerpub.com

Hipnose Ericksoniana by Jovino Da Silva Alves Araujo, M.D., Brazil. This book is a basic reference for the fundamental level of preparatory courses about Ericksonian approaches. It serves as a valuable resource for new editions that will include intermediate and advanced levels. For information contact Jovino Araujo, M.D., E-mail, jovino.araujo@uol.com.br; Institute Milton H. Erickson of Espírito Santo, Avenida Leitão da Silva, 389, Edifício Viking, sala 303, Praia do Suá, Vitória (ES), 29052-111 BRAZIL; Tel, +55 27 225-0063; Fax, +55 27 227-8960.

Obra selecta de Milton H. Erickson en Hypnosis, edited by Luis Miguel Gómez, is the Spanish translation of Erickson's collected papers. For information contact Instituto para la Hipnosis, Dr Esquerdo, 30, Sot. Centro Izd., 28018 Madrid, SPAIN; Fax, +34 91 220 24 25; Tel, +34 91 220 24 24; E-mail, institu@mi.madridtel.es

A Teaching Seminar with Milton H. Erickson and Experiencing Erickson: An Introduction to the Man and His Work were recently published in Taiwanese-Mandarin.

CONNECTIONS *continued from page 7*

all of the knowledge I could gather from conferences with Ericksonian presenters, the method became more workable.

Even though I have been refining my work for nearly 20 years, I feel I have only begun to understand how to utilize a sermon to elicit health. The focus of my sermons and my ministry is about finding the positive reasons for behaviors and ways to enhance living.

My most astounding realization came about through reading Erickson and the Bible in close proximity. It

was almost startling to me to realize that the Bible is also hypnotic. Both Erickson and the Bible use language devices to imply positive things for the reader. And stories of Erickson's work and the teaching tales inspired me to understand some of the Biblical stories differently. I started seeing strategic interventions in the work of the psalms and in some Biblical stories. That, too, was eye-opening.

Today, I teach these principles to ministers and pastoral counselors as my own understanding of this hypnotic language continues to grow.

Unreasonably Rationality

By Richard Landis, Ph.D.

Sue was a 27-year-old, single woman who was intelligent and valued self-awareness. She came to therapy after her roommate told her that she needed therapy because she was "far too rational to be real." She was able to see everyone's perspective and rarely got angry. Sue had recently broken up with Clay, a boyfriend of three years, after she had walked in on him having intimate relations with his secretary in his office. Sue admitted being hurt and feeling betrayed. However, she quickly was able to rationalize his infidelity by citing his difficult childhood and that the secretary was pretty. She genuinely felt sad for him because she thought he would never be able to have a monogamous relationship. I was beginning to understand why her roommate was concerned.

Physically, Sue was suffering from several different but related gastrointestinal disorders and severe tension headaches that seemed to "come out of nowhere." When I asked if she were happy, Sue replied, "I am satisfied, but I couldn't actually say 'happy'."

Sue's history helped make sense of her "coping mentality." Sue left home at the age of 18 to escape her father who raged, and broke things during his rages. He was easily set off and seemed to be looking for excuses to rage out of control. When he raged, Sue's mother would scream and cry, but remain intimidated and helpless. Everyone would hide. At a young age, Sue promised that she would "never rage like Dad."

During our first session, I said, "Sue, your roommate sent you here, but I do not know if you are motivated enough to do what you need to do to be safely happy and to enjoy life and get rid of unnecessary tensions." I then spent the next ten minutes getting her to agree to do what I told her to do without actually telling her what I wanted her to do. When she finally

agreed to this unconditional agreement, I instructed her to go to any store where they sold cheap, thick clay plates. She was to buy a cheap thick clay plate that was of a pleasing color on the outside. She was then to take the plate, a fist-sized rock and some eye-protection goggles and to find a nice clear area of cement in the driveway. In great detail, I told her to put the rock on the ground and, with both hands bring the plate down gently but strongly on the rock so the plate broke in half. She was then to look and notice how far the pleasant color actually went into the clay. She was then, on the rock, to comfortably break the plate into several small pieces. She was then to take the rock and grind the pieces into sand and dust. She was then to scoop the sand and dust into a plastic food storage bag and bring it to the next session.

Sue returned the next week exhilarated with her ground sand and dust. The day after she had reduced the plate to rubble, she had phoned her old boyfriend and told him off. The assignment contributed to her being able to reconcile her inner battle of attributing the expression of anger with being her father. Once she recognized that the issue was not anger per se but uncontrolled anger, she was able to express her feeling more congruently. By having her destroy something in a highly controlled fashion, she felt safer in expressing her anger at appropriate times.

My intention also was to use the fact that it was a clay plate to be associated with Clay, her boyfriend. Also I had hoped that the obviously shallow layer of the color glaze might trigger an appreciation of his depth, or lack of depth. Regardless, after a few more sessions, the tension headaches disappeared and the gastrointestinal ailments started to respond to medical treatment.

I spoke with Sue three years after we ended therapy. She still has the sand and dust from the plate in a glass urn in her living room. When asked why she kept it, she replied laughing, "I don't know. It just feels good."

INTERVIEW

continued from page 1

I had to meet this man. Herb Lustig had just made one of the first polished videotapes of Erickson's work. Herb asked to show it to Sal, and it was the first time Minuchin had seen Erickson. Sal invited me in to watch with them; he always gave me great opportunities. At the end of it, he looked at me, and said, "She is hypnotized by the video." I didn't know at that time that that undivided attention was hypnosis.

Jay sent me to Milton with a message. I was sent with hugs and kisses to Erickson. An intimate entre. I had taught myself everything I could about his work, so I could impress him, and not ask him anything stupid, which was extremely important to me. At the end of that first day, he asked, "So where's my gift from Jay?" and I said, "What gift?" and he said, "You don't remember what Jay sent you here with?" So I gave him hugs and kisses from Jay.

We were very emotionally close from the beginning. I had incredible affection for him. Betty and I write to this day; he and Betty were godparents to my children, Betty still sends my daughter Miranda birthday cards. He was more than a mentor, he was family to me, and I feel love and gratitude to all the Erickson family members that I know.

SM: What accomplishment are you most proud of?

MR: Integrating hypnosis with family therapy. I asked Erickson, "Milton did you ever think of the symptom as a trance state?" He loved the idea. It is a trance state suggested internally by one's self-talk, as well as suggested by family members in a powerful way, because they have power over you 24/7, whether they speak in unison or opposition; whether they're there or not -- sending streams of messages. And society sends suggestions about who you are: This is your ethnicity; this is your class; your gender; sexual identity, and so on. And very specifically society will tell you where you stand. It is the challenge to the suffering individual to learn to regulate the flow of these three suggestive streams.

Once I understood the symptom was a state of mind and you aren't always in trance state - that you go in and out - the question, "What sug-

gests you go in and what suggests you go out?" became the hallmark of my work. I was tracking symptom inductions, and breaking the spell of dysfunctional rapport. These ideas were daring when I said them in 1983, as a young woman at an Erickson congress.

I also talked and wrote about the Symptom as a Gift, not something to eliminate or remove as is the emphasis even today, but as something hard-earned, with many uses, to be admired and worked with in a therapeutic model of cooperative exchange, like all shamans do.

SM: So, conflicting messages from parents becomes a confusion induction?

MR: In *Using Hypnosis in Family Therapy* there's a chapter called "Family Induction Techniques" in which I describe that precisely: Exactly what they do and how they work. The rest of the work is how to break the spell, and transcend those patterns.

In the early days I was one of very few women who was involved in this work.

Earlier on, I had been in a prestigious family therapy training group with well-known therapists, and things weren't going well. I went to Erickson and said, "Here I am in one of the best training programs in the world, and I'm not learning anything." Erickson said, "Oh yes you are, you're learning a great deal, it's just not what you want to know." Talk about insight and revelation!

He just knew how to capture the existential essence of the moment. His philosophy of life intrigued the hell out of me. I mean, he took a canoe trip without the use of his legs!

When I met Erickson, he asked me, "What are you here for?" I said, "I really want to learn your attitude toward life that comes forth in your cases. You're so positive" He responded, "I'm neither positive nor negative, I'm neither optimist nor pessimist, I like to consider myself a *realist* and that means, into every life a little rain will fall, so it behooves us to enjoy the sunshine." I just love that.

A lot of people thought he was an optimist, but he wasn't. Being optimistic is as unrealistic as being pessimistic. Keeping with that in my

See INTERVIEW on page 23

Visit Our Website:
www.erickson-foundation.org

C O N T R I B U T O R O F N O T E

Marion P. Kostka, Ed.D.

Written by Roxanna Klein, R.N., Ph.D.

A founding member of the Board of Director for the Milton H. Erickson Institute of West Virginia, Marion P. Kostka, Ed.D., also has been a full-time psychologist with the West Virginia Medical Center, Carruth Center of Counseling and Psychological Center in Morgantown, West Virginia, for more than 20 years. He first became interested in hypnosis when the late Kay Thompson, D.D.S., was brought to West Virginia University as adjunct faculty in the Behavioral Medicine and Dentistry department to teach hypnosis. Kostka wanted to attend her classes, but, because he was neither a physician nor a dentist, he was not eligible. He became even more interested as he heard glowing reports from attendees of her coursework. When several people from the Behavioral Medicine and Dentistry unit decided to do a series of formal trainings with Thompson, Kostka volunteered to film the sessions.

He became fascinated with Thompson's work and began organizing additional workshops for her. At each workshop he organized or filmed, he learned more and became even more interested in the ways in which hypnosis worked.

These workshops continued and expanded. Some faculty members for the new series of workshops were colleagues who accompanied Thompson from her hometown of Pittsburgh. Other teaching faculty were locals who had been through extensive training with Thompson. When Thompson died in 1998, the core faculty who had been collaborating for more than 18 years. They decided that the best way to honor her memory and teaching was have a memorial workshop.

Dedicated to Thompson, the ASCH approved workshop was a grand success and Kostka and the other faculty decided to continue the tradition. The workshops continue today with many of the same core faculty. Overall they train about 50 professionals each year; one year there

were 86 in attendance.

The group has expanded their efforts to include a mid-year workshop, "The Kay F. Thompson Memorial Symposium" co-sponsored by the Western Pennsylvania Society of Clinical Hypnosis, a component society of the ASCH. Both teaching events have become highly successful and have brought well-known clinicians as speakers and teachers to the area. The training is extremely important in bringing skills and information about new techniques and clinical tactics; it provides a welcome "brush-up" as well as networking opportunities to the rural environment of Morgantown and West Virginia.

Income from both workshops are dedicated to a scholarship in Thompson's name. This scholarship pays tuition and expenses for full-time graduate students in health-related fields to attend the workshops. In 2003, five people attended training on scholarship, including one from out-of-state.

As a graduate assistant, Kostka worked in the Counseling Center at WVU, teaching biofeedback and relaxation. He remembers that rollercoasters were among his favorite images in teaching relaxation. He always was aware that something "different"-- something more than just relaxation and imaging-- was happening. This was his first inspiration to investigate hypnosis. He was limited to reading and studying about it on his own until the series of Thompson workshops began.

Kostka met his wife Penny who is a LPC in private practice, when she returned to school. "I looked in the hallway," he recounted, "and there she was." Although Penny was a few years behind him in the hypnosis training program, she has been fully involved in the monumental effort entailed in putting together the programs each year. She is also a founding member of the Board of Directors of the Erickson Institute in West Virginia.

Kostka likes to illustrate the power of hypnosis with a story about his daughter. Years ago, he and Penny were re-modeling their home, a 100-year old farm-house. Their

daughter, who was six at the time, got a splinter deep in her foot. She was screaming with fright and pain as her mother worked trying to dig it out with a needle. With very little effort, Kostka, anesthetized her. The little girl became impatient at how slowly her mother was working. So she took the needle, from her mother and finished the job herself!

A prolific presenter for years, Kostka teaches on widely varying topics. These range from presentations on language, to pain management, from stress reduction, to the topic "Stress – It Ain't Necessarily Bad." Sponsors range from The West Virginia Psychological Association to the Department of Justice, from The American Association for Counseling and Development, to a Professional Engineering organization as well as various private corporations. He is faculty member for the Preparatory

Course for the Urology Certifying Examination, and a member of the West Virginia University Committee on Sexual Assault. He co-author articles on ways for nontraditional female students to deal with math anxiety, and is the author of professional publications on test anxiety, hypnosis and many other topics. He even wrote a fascinating unpublished short story about Erickson and Sherlock Holmes, "The Therapist as a Detective: Erickson and Holmes." Kostka is a man of many talents.

Marion, "Mon" Kostka, is a man to be celebrated for bringing hypnosis education to a vast number of professionals, thereby influencing more beneficial health-care for multitudes. And to think, it all grew from a one man's creative effort to find out more about hypnosis by becoming a camera-man!

STEPHEN LANKTON, MSW, DAHB, CISW Ericksonian Hypnosis and Psychotherapy Workshops Phoenix, Arizona



5-Day Intensive Training

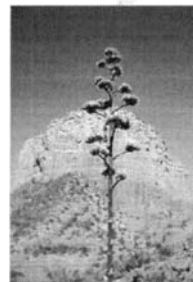
2004

Oct. 13 - Oct. 17, 04

Apr. 6 - Apr. 10, 05

Tuition \$450

32 CEU for Psych. (APA cat 1), SW, MFT, & MHC.
Eligibility: Masters or Doctorate in Mental Health Disciplines.



3-Day Pain Control & Trauma

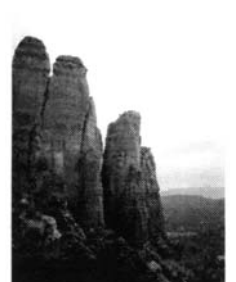
2004

Oct. 18 - Oct. 20, 04

Apr. 11 - Apr. 13, 05

Tuition \$270

18 CEU for Psych. (APA cat 1), SW, MFT, & MHC.
Eligibility: Masters or Doctorate in Mental Health Disciplines.



Photos by Steve Lankton.

Provides up to 50 CE hours for Psychologists (APA cat.1), Social Workers, Marriage and Family Therapist, and Mental Health Counselors.

For information & registration, contact <http://lankton.com/workshop.htm>, or:
Stephen Lankton, MSW, P.O. 9489, Phoenix, AZ 85068. (602) 532-0800. steve@lankton.com
CEUs offered by Ericksonian Training Seminar #BAP-11-exp. 3/2005; & PCE-16 exp. 6/2006

UPCOMING TRAINING

DATE	TITLE / LOCATION / LEADER	CONTACTS
2004		
8/13-14	Fundamental of Ericksonian Hypnotherapy / New York City / Jeffrey K. Zeig, Ph.D.	1.
8/25-29	Ericksonian Hypnotherapy - Supervision Training (ongoing) / Mexico City, Mexico / Zeig	2.
9/4-15	Comprehensive Training Program / Singapore / Zeig	3.
9/17-20	Advanced Ericksonian Hypnotherapy / Kyoto, Japan / Zeig	4.
10/2-3	German Hypnosis Society (DGH) Congress / Bad Lipspringe, Germany / Invited Presenters	5.
10/4-5	Utilization / Cologne, Germany / Zeig	6.
10/18-20	Congress on Systemic Coaching / Vienna, Austria / Invited Presenters	7.
10/22-24	Anxiety and Depression / Milan, Italy / Zeig	8.
10/25-29	Intensive Training in Ericksonian Approaches to Brief Hypnotic Psychotherapy - <i>Fundamental</i> / Phoenix, Ariz. / Brent B. Geary, Ph.D., Zeig, and Invited Presenters	9.
11/1-5	Intensive Training in Ericksonian Approaches to Brief Hypnotic Psychotherapy - <i>Intermediate</i> / Phoenix, Ariz. / Geary, Zeig, and Invited Presenters	9.
11/4-6	Solution Focused Brief Therapy 101 / Park City, Utah / Yvonne Dolan and Invited Presenters	10.
11/9-10	Intensive Supervision Workshop in Ericksonian Clinical Hypnotherapy - Master Class / Toronto, Canada / Zeig	11.
11/11-12	Habit Control / Toronto, Canada / Zeig	12.
11/13-16	Intensive Supervision Workshop in Ericksonian Clinical Hypnotherapy - Master Class / New York City, NY / Zeig	13.
11/17-21	Ericksonian Hypnotherapy - Supervision Training (ongoing) / Mexico City, Mexico / Zeig	2.
12/1-5	Ninth International Congress on Ericksonian Approaches to Hypnosis and Psychotherapy - 25th Anniversary of the Erickson Foundation / Phoenix, Ariz. / Invited Faculty	9.

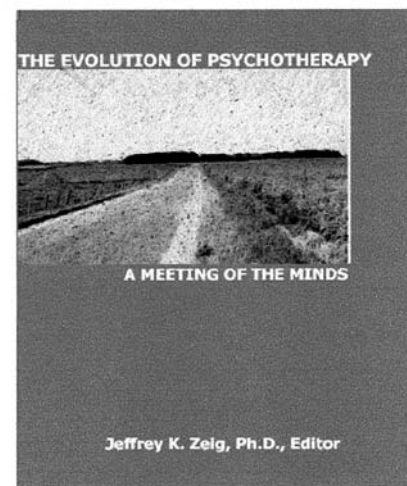
Contact Information:

1. Suzi Tucker, Email, tuckersuzi@aol.com
2. Juan Francisco Ramirez Martinez; E-mail, juan_francisco@mac.com
3. Lucy Heng; E-mail, wpclucy@yahoo.com.sg
4. Toshimasa Saito, E-mail, toshi@tb4.so-net.ne.jp
5. Email, DGH-Geschaefsstelle@t-online.de
6. Joachim Hess; Fax, +49 2251 947722
7. E-mail, s.radatz@isct.net
8. Camillo Lorioed; c.lorioed@agora.stm.it
9. The Milton H. Erickson Foundation, Inc., 3606 N. 24th Street, Phoenix, AZ 85016-6500; Toll-free tel, 1-877-212-6678; tel, 602/956-6196; fax, 602/956-0519; E-mail, office@erickson-foundation.org ; <http://www.erickson-foundation.org>
10. Solution Focused Brief Therapy Association; Thorana Nelson; E-mail, Thorana.nelson@usu.edu ; Web, www.sfbta.org
11. Jennifer Walsh; jwalsh@cuic.ca
12. Edythe Nerlich; E-mail, enerlich@hincksdellcrest.org
13. Helen Adrienne; E-mail, HAMSW@aol.com ; Tel, 212/758-0125

To submit a listing for Upcoming Trainings, please send dates, title of workshop, venue, city/state/country, list of presenters, and complete contact information ONLY. Information must be sent in the format above. A \$10 fee, per listing, is required. Deadline for the 2004 Winter Issue (November) is September 30, 2004. All workshop submissions are subject to approval by the Erickson Foundation. For more information, please contact the Erickson Foundation at 602/956-6196; or E-mail Production Assistant, Karen Haviley, karen@erickson-foundation.org .

Evolution of Psychotherapy IV: A Meeting of the Minds

At The Evolution of Psychotherapy Conference 2000, the pioneers and new radicals of psychotherapy gathered for a meeting that has become legendary for its size and scope.



ISBN: 0-9716190-5-0 • 2003 • Hardcover • 480 pp • Price \$49.95

This book captures in print the debates, the crossfire, and areas of agreement of the titans of psychotherapy as they show us where we have been . . . and where we are going.

For more information, call 1-877-212-6678 (toll-free in the US)
(outside the US) 602-956-0519 press@erickson-foundation.org



Get Better Results...Free

Sign up now for your FREE subscription to the "Practice Development Dispatch." Each month you'll receive a brief article with new strategies for therapy, making your work with couples simpler, more effective and more satisfying. It's a regular dose of creative thinking ideas to help you and your clients! To subscribe for your free monthly newsletter, visit www.CouplesInstitute.com

Founders and Directors
Ellyn Bader, Ph.D. and Peter Pearson, Ph.D.

CONFERENCE NOTES

The 62nd Annual Conference of the American Association for Marriage and Family Therapy (AAMFT) will be held September 9-12, 2004, in Atlanta, Ga. For information contact AAMFT, 112 South Alfred Street, Alexandria, VA 22314-3061; Tel, 703/838-9808; Fax, 703/838-9805; Web, www.aamft.org

The 13th National Congress: Hypnosis and Hypnotherapy in the practice of medicine and psychotherapy (*XIII Congresso Nazionale: Ipnosi e Psicoterapia Ipnocica nella pratica del medico e dello psicologo*) will be held September 16-18, 2004, in Milan, Italy. The Congress will be held at the Università Cattolica Sacro Cuore and is sponsored by Associazione Medica Italiana Studio Ipnosi (A.M.I.S.I.), Società Italiana Ipnosi Clinica, Scuola Europea Psicoterapia Ipnocica, and AMISI Stiftung Fondazione. Presenters include E. Bresadola, A. Calzeroni, M. Cesa-Bianchi, M. Cigada, A. De Micheli, G. Gagliardi, G. Geminiani, S. Giacosa, I. Lanzini, S. Laurini, R. Magnotti, M. Margnelli, A. Massone, GP. Mosconi, B. Peter, A. Quadrio-Aristarchi, F. Ravaccia, M. Redana, A. Rossi, and E. Rossi. For information contact XIII Congresso Nazionale - AMISI, Segreteria Organizzativa, Via G. Paisiello 28, 20131 Milano, Italy; Tel/Fax, +39 (0)2 236 54 93; E-mail, 13ipnosi@virgilio.it

The Instituto Milton H. Erickson de São Paulo and the Instituto de Hipnoterapia Educativa announce the *First Brazilian Congress on Psychotherapy and Hypnotherapy* (Congresso Brasileiro de Psicoterapia Breve e Hipnoterapia) October 14-17, 2004, at the Blue Tree Towers Convention Ibirapuera, in São Paulo, Brasil. For information contact the Instituto Milton H. Erickson de Sao Paulo, Rua Campina da Taborda, 414, Planalto Paulista, Sao Paulo, SP CEP 04069-050, Brasil; Web, www.hipnoterapia.com.br ; Email, hipnoterapia@hipnoterapia.com.br ; Tel, 11 5585 3372; Fax, 11 577 3692.

The 16th International Congress on Hypnosis and Hypnotherapy, sponsored by the International Society of Hypnosis (ISH) will be held October 17-22, 2004, in Singapore. The Congress will include clinical skills workshops with the final three days including Scientific Papers and Invited Addresses. In addition a limited number of invited workshops will be presented at the post-congress workshop program on the exotic tropical Thai Island of Phuket. For information contact 16th International Congress on Hypnosis and Hypnotherapy, C/- ICMS Pty Ltd, 84 Queensbridge Street, Southbank VIC 3006, Australia; Tel, +61 3 9682 0244; Fax, +61 3 9682 0288; E-mail, 16ish@icms.com.au ; Web, www.icms.com.au/16ish

The *International Conference on Systemic Coaching* will be held October 18-20, 2004, in Vienna, Austria. The Conference is sponsored by the Institute for Systemic Coaching and Training. Presenters include Amon, Anger-Díaz, Berg, Cauffman, Fink, Furman, Jackson, McKergow, Köhninger, Mang, Nardone, Radatz, Schmid, Schmidt, Simon, Szabó, Varga Von Kibéd, Whitney, and Zeig. For information contact the Institute for Systemic Coaching and Training (ISCT), Lange Gasse 65, 1080 Vienna, Austria; Tel, +43 1 409 55 66; Fax, +43 1 409 55 66 77; Email, kongress@isct.net ; Web, www.isct.net

The 55th Annual Workshops and Scientific Program Conference of the Society for Clinical & Experimental Hypnosis (SCEH) will be held in Santa Fe, N.M., Wednesday through Sunday, November 10-14, 2004. The topic of the Conference is *Hypnosis and Healing*. For information contact the Massachusetts School of Professional Psychology, 221 Rivermoor Street, Boston, MA 02132; Tel, 617/469-1981; Fax, 617/469-1889; E-mail, sceh@mspp.edu

The *Gregory Bateson Centennial Conference: Multiple Versions of the World*, will be held Saturday, November 20, 2004 (9:00AM-5:00PM), at the University of California Berkeley, Lawrence Hall of Science. The conference gives the opportunity to explore the inter-connections between the various fields in which Bateson has made such a difference: ecology, spirituality, psychology, philosophy. Presenters include Mary Catherine Bateson, Jerry Brown, James Koch, Nathan Gray, Tim Campbell, Jay Ogilvy, Carol Wilder, Peter Harris-Jones, Stephen Nachmanovitch, Kenny Ausubel, Jaimie Cloud, Terrence Deacon, Tyler Volk, Wendel Ray, Charles Hampden-Turner, Richard Rathbun, and Jesper Hoffmeyer. For information visit: www.batesonconference.org ; or contact Gordon Feller, 870 Estancia, San Rafael, CA 94903 USA; Tel, 415-491-4233; Email, GordonF20@comcast.net

The Milton H. Erickson Foundation is sponsoring the *Ninth International Congress on Ericksonian Approaches to Hypnosis and Psychotherapy: A World of Unlimited Possibilities* celebrating the 25th Anniversary of The Milton H. Erickson Foundation, Inc. The Congress will be held December 1-5, 2004, at the Hyatt Regency Phoenix, Phoenix, Ariz. The Congress features a Pre-Congress workshop on December 1 entitled *Professional Resources Day*; two and three-hour workshops; interactive events; keynote addresses; an 18-hour Fundamental Ericksonian Hypnosis Track (runs concurrently with Congress sessions); and Solicited Short Courses presented by members of the 112 National and International Erickson Institutes and Ericksonian Professionals. The full brochure will be available in May 2004. For information contact The Milton H. Erickson Foundation, Inc., 3606 N. 24th Street, Phoenix, AZ 85016-6500; Tel, 602-956-6196; Fax, 602-956-0519; E-mail, office@erickson-foundation.org ; Web, www.erickson-foundation.org/intlcong.htm

The 47th Annual Scientific Meeting and Workshops on Clinical Hypnosis: *Communication, Hypnosis, and Intentionality*, sponsored by the American Society of Clinical Hypnosis (ASCH), will be held March 11-15, 2005 at the Adam's Mark Hotel, in St. Louis, Missouri. For information contact ASCH, 140 N. Bloomingdale Road, Bloomingdale, IL 60108-1017; Tel, 630-980-4740; Fax, 630-351-8490; E-mail, info@asch.net ; Web, www.asch.net

The *Fourth International Workshop of Therapeutic Hypnosis and Related Technics - The First International Encounter of Natural and Traditional Medicine - "HIPNOSANTIAGO 2005"* will be held March 14-18, 2005 at the Heredia Convention Center, Santiago de Cuba. The Workshop is presented by the Cuban Society of Therapeutic Hypnosis, the "Universidad Médica de Santiago de Cuba," and the Therapeutic Hypnosis Group of Santiago de Cuba, and the Cuban Society of Psychology Health. There will be a Scientific Program, Pre-event courses and workshop, and Abstract Presentations. For information contact Dr. Wilvian E. Cobas Contreras, Pte. Comision Promoción y Divulgación; Email, wecc@sierra.scu.sld.cu ; Dr. C.M. Alverto E. Cobián Mena, Pte. Comite Organizador; Tel, 53 22 653011, ext. 280; Email, psico@sierra.scu.sld.cu

see CONFERENCE on next page

INTRODUCING THE INSTITUTES

The Milton H. Erickson Institute of Sao Paulo, Brazil

Interviewed by Marilia Baker, M.S.W.
email: miltonerickson@hipnoterapia.com.br
website: www.hipnoterapia.com.br

The MHEI of Sao Paulo, the largest city in South America, with more than 20 million inhabitants, was established in 1995, the first in Brazil. The current members of the Board are: Bayard Velloso Galvao, Lic. Psych., executive director and president; Joao Humberto Vanin, Lic. Psych., and Vicente Augusto de Carvalho, M.D., each bringing a wide range of experience and knowledge in several areas.

Psychiatrist Vicente de Carvalho, author and co-author of four books on the theme of psycho-oncology, has been an innovator, along with notable others, in conceptualizing and introducing psycho-oncology and hospice work in Brazil, through scientific activities since 1973. He has been head of the Department of Complementary Medicine of the Brazilian Institute of Cancer Control (IBCC); he also has been responsible for heading the psycho-oncology graduate program at *Instituto Sedes Sapientiae*.

J. Humberto Vanin, originally with degrees in philosophy (1968) and theology (1972), was licensed as a psychologist in 1986. He teaches Ericksonian approaches at the Institute, also providing clinical supervision to students. Vanin is also a master practitioner and trainer in NeuroLinguistic Programming, with extensive training from sources in the U.S., France, Italy and Spain.

Bayard Galvao brings on board an endless curiosity about Erickson's masterful interventions and a formidable legacy: his late grandfather, Victorio Macchiavello Velloso, M.D., psychiatrist, pediatrician, writer and philosopher, was one of the pioneers of classic and Pavlovian hypnosis in Brazil. From an early age, Bayard was influenced by his grandfather's profound respect for the individual's freedom of thought; by his optimism about

humanity despite human-engendered catastrophe; and ultimately, by his faith in the transcendence of human wisdom. He started formal training in philosophy and hypnosis with his grandfather around age 14. Bayard, 28, has published his first book, (May 2003) *Reflexoes sobre a Formacao do Ser Humano, Hipnose e Terapia: Hipnoterapia Educativa*. This book introduces a comprehensive, in-depth system of ideas and reflections about character building; the development of human beings; Greek and classic philosophical thought; the nature of hypnosis and implications for psychotherapy. He has termed his approach *Hipnoterapia Educativa* essentially because it elicits full human potential through disciplined self-knowledge and self-mastery thus leading to freedom of being and freedom of thought.

The training, teaching and supervisory activities of the Institute are many, currently with four simultaneous groups totaling 80 students, undergoing approximately 180 contact hours of training in Ericksonian Hypnosis and close to 360 hours for those choosing the two year course on *Hipnoterapia Educativa* (which also includes training in Ericksonian approaches). Since early 2001, 200 trainees have graduated. There are also two satellite programs in the neighboring State of Mato Grosso do Sul, administered by the faculty.

In addition to other training offered, there is clinical work, supervision, therapist development; self-actualization groups, and frequent presentations to the media, to Universities and corporations. The Institute is planning the First Brazilian Congress on Hypnotherapy and Brief Psychotherapy to take place in Sao Paulo 14 - 17 of October, 2004, in which psychology, neuroscience and philosophy will converge to propose and introduce complex change in a most strategic fashion, with or without use of hypnosis.

Bayard Galvao sums up the mission of the Institute: "The best education is that which offers the individual all the possibilities for self-taught

learning - that is to say - that education which fosters and nurtures freedom of thought. Milton Erickson clearly demonstrated, in his interventions, the full range of possibilities for human change in the realm of feelings, emotions and in the search for meaning."



From left to right: João H. Vanin, Vicente A. de Carvalho, Bayard V. Galvão. Seated: M. Margarida de Carvalho

CONFERENCE *continued from page 12*

The *IV European Congress of Ericksonian Hypnosis and Psychotherapy* will be held June 22-26, 2005, at the Wawel Royal Castle, in Krakow, Poland. Workshops, lectures and demonstrations will be presented. Presenters include Dohne, Erickson, Geary, Greenleaf, Hartman, Holtz, Klajs, Peter, Robles, Schmidt, Signer-Fischer, Szymanska, Trenkle, and Zeig. For information contact the Polski Instytut Ericksonowski, ul. Wios Iarska 27, 94-036 Lodz, Poland; Tel, +48 42 688 48 60; Fax, +48 42 689 00 47; E-mail, info@p-i-e.pl; Web, www.p-i-e.pl

The *IV World Congress for Psychotherapy, Psychotherapy: A Bridge Between Cultures*, will be held August 27-30, 2005, in Buenos Aires, Argentina. For information visit www.4cmp.org.ar; Email, info@4cmp.org.ar

The *10th Congress of the European Society of Hypnosis: The Spectrum of Hypnosis in Therapy* will be held September 17-24, 2005, on the Island of Gozo (near Malta in the Mediterranean). The Congress includes Symposia on Clinical and Research Advances, Invited Workshops, Intensive Training for Beginners, and Conversation Hours. For information and to register contact the European Society of Hypnosis (ESH) Central Office, P.O. Box 3352, Sheffield S20 6WY, United Kingdom; Tel, +44 114 247 4392; Fax, +44 114 247 4627; Email, mail@esh-hypnosis.org

The *Seventeenth International Congress of Hypnosis of the International Society of Hypnosis (ISH)* will be held in Querétaro Mexico, October 2006. For more information contact Centro Ericksoniano de México, Patricio Sáenz 1205, Col. Del Valle, C.P. 03100 México, D.F., México; Web, www.hipnosis.com.mx; Email, erickmex@hipnosis.com.mx or congresos@hipnosis.com.mx

H I S T O R I C A L T I M E S

Alexander Luria, 1902-1977

Written by Eugene Don, Psych.,
Dnepropetrovsk, Ukraine

Continuing the series of articles on Russian psychologists I would like to dedicate this article to Alexander Luria, who had a significant influence on soviet psychology. Despite his strong influence on the field of psychology, his main focus of study was neurology.

Born July 16, 1902, in Kazan (Russia), Luria's father was a well known specialist in gastrointestinal disturbance. He did not approve of his son's passion of psychology until 1937 when Luria received the degree in medicine.

In 1918, Luria finished secondary education and entered the University of Kazan in the Faculty of Law which was later renamed the Faculty of Social Sciences to reflect a broader emphasis. He dreamed of writing about the beginning of expansion of ideas. As his education progressed, he stated that reading the books of Wundt, Titchener and Hefding was a frightful bore for him. He described himself as having an aversion to psychology, but after being introduced to Sigmund Freud's works he developed a passion for the same subject.

Freud's works so influenced him that he even opened a psychoanalytic circle and sent notification to Vienna. Three weeks later, Luria got an answer from Sigmund Freud that addressed him as: "Dear Sir President..." This unique correspondence is in Luria's archive.

Next Luria developed an interest in the works of Behterev, a famous Russian psychologist, physiologist, neuro-pathologist and psychiatrist. He was impressed by this work and began to publish a journal. In this, he described a method of studying the reaction times of people who are fatigued. The articles were noted by Director of Psychology at the University of Moscow, who then invited Luria to join the University.

At the University of Moscow, Luria pursued his first research that had an international resonance. He created a connected motor method that was based on an experiment by Jung. In this experiment, he asked the subjects to state the first word that came to their mind in response to a word expressed by the experimenter. A rubber pear was pressed by the subject simultaneously with their responses. On significant words, Luria observed a delay of verbal and motor activity. He expanded this study and results were then used in criminal investigative practices. In 1929, Luria spoke at the IX International Psychological Congress, in the U.S., on objective methods of study of affects. His studies were published in his book *The Nature of Human Conflicts* (N.Y. 1932) published in English.

Information from his work was used creating the lie detector. Russian literature states Luria and Erickson corresponded. Erickson worked with John Larson, M.D., who was instrumental in the development of the polygraph, at the time Larson was developing the lie detector (Roxanna Erickson Klein, personal correspondence, April 5, 2004)

Continuing work in psychoanalysis Luria became the secretary of the Russian Psychoanalytic Association and routinely published in the international psychoanalytic field. Luria's passion for psychoanalysis came to naught because he found using this approach did not have the most beneficial effect in practical clinic settings.

In 1923, he began work in the area of growth and development. He pursued new research and, in 1930, published "Speech and Intellect in the Development of the Child" and "Speech and Intellect of Urban, Country and Homeless Children."

Luria invited an influential psychologist, Vygotsky to Moscow and acknowledged him as a mentor even though Luria was greatly experienced and only five years younger. Luria and Vygotsky both saw that object of psychology is to study complex psychic activity, including the concepts of consciousness as well as volitional response. It was not just the study of reaction and automatic

responses. Together they sought an explanation in the developmental objective psychological and physiological rules of brain activity.

During World War II, Luria led a rehabilitation hospital that pioneered the incorporation of neuropsychology in psychology. He examined the brain functions of patients with local lesions of the brain and developed rehabilitative methods. He also developed one of the first theories of localization of brain functions as well as formulating basic principles of localization of psychic processes. Luria created a classification of aphasic disorders and described early and previously unknown forms of speech disturbances. During the last year of his life, he focused on problems of cerebral hemisphere dominance.

Alexander Luria was world-renowned scientist; a full member of Academy of Psychological Sciences of the USSR; professor, a foreign member of National Academy of Science of the US, the American Academy of Science and Art, the American Academy of Pedagogies, an honorary member of French, British, Swiss and Spanish Psychological Associations, and an honorary professor of six foreign universities. He died August 14 1977, leaving as a part of his legacy, a wide circle of theoretical questions that even now influence knowledge and research throughout the world.

References (in Russian):

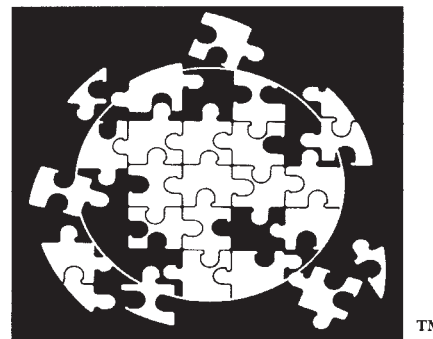
<http://www.exitt.ru/gloss.php?id=2248>

<http://psi.webzone.ru/st/139200.htm>

<http://www.azps.ru/handbook/1/luri867.html>

For more information in English: <http://luria.ucsd.edu/>

The Fifth EVOLUTION OF PSYCHOTHERAPY



A CONFERENCE

December 7 - 11, 2005 (Wed - Sun)

Anaheim Hilton Hotel & Convention Center

With . . . Bandura, de Shazer, Ellis, Glasser, Gottman, Goulding, Haley, Hillman, Kernberg, Lazarus, Linehan, Lowen, Madanes, Masterson, Meichenbaum, Minuchin, Moreno, Polster, Rossi, Seligman, Shapiro, Szasz, White, Zeig and more . . .

To be placed on a list to receive a brochure for this landmark conference, contact The Milton H. Erickson Foundation
Tel 602-956-6196 Fax 602-956-0519
office@erickson-foundation.org

Watch our website - <http://www.erickson-foundation.org>

2004 Conference on Solution Focused Practices

November 4-6
Park City, Utah
Park City Marriott

Plenaries:

“Yvonne Dolan and Luc Isabaert:
A Conversation”
“Emotions and Solution Focused
Brief Therapy”

Sponsored by the
Solution Focused
Brief Therapy Association

For Information and Registration
Go to
www.sfbta.org



PAID ADVERTISEMENT

V I D E O R E V I E W

Experiential Engagement in Integrative Therapy

By Jeffrey K. Zeig, Ph.D.

Brief Therapy Conference, San Francisco, CA., 2003
Video No. BT03-D1

See page 21 for ordering information

Jeffrey Zeig's video tape demonstration recorded December 12, 2003 at the Milton H. Erickson Foundation's Brief Therapy Conference in San Francisco is representative of the conference's theme: Essence and Evolution. Zeig demonstrates how to create a dynamic experience in psychotherapy, which he defines as a "symbol drama of change." Hypnosis is demonstrated, but it seems to emerge from the activity and interaction between the volunteer and Zeig. Viewers of this tape will recognize many techniques and gain a sense of the volunteer's internal experiences. Yet Zeig does not appear as focused on technique as he is on empathizing with the volunteer and using himself to help facilitate an experience which will enable her to access resourceful states. How he goes about doing this is the topic of this video demonstration.

He begins by establishing rapport with the volunteer. Then he empathically elicits what she would like to accomplish: a readiness to change, and a presupposing that she will be successful. Reflecting his early Rogerian training, Zeig listens and reflects back. He elicits specific instances when she exhibits the unwanted behavioral response, her specific avoidant activities. Then he shifts his and her state by standing up and moving off to the side of the chair, fixating her attention by getting her assistance in sculpting his body to represent her problem.

See *EXPERIENTIAL* on page 16

The Milton H. Erickson Foundation, Inc.

Sponsored

Fall 2004 • Spring - Summer 2005 Intensive Training in Ericksonian Approaches to Brief Hypnotic Psychotherapy

FUNDAMENTAL	INTERMEDIATE	ADVANCED
October 25-29, 2004 February 21-25, 2005 July 11-15, 2005	November 1-5, 2004 February 28-March 4, 2005 July 18-22, 2005	July 25-29, 2005
<ul style="list-style-type: none"> • Observational process • Language of suggestion • Induction approaches • Hypnotic phenomena • Indirection • Tailoring • Habit control 	<ul style="list-style-type: none"> • Pain management • Anxiety & depression • Hypnosis with youths • Treating trauma • Utilization • Metaphors • Treatment Planning 	<ul style="list-style-type: none"> • Sequencing • Hypnotic assessment • Therapist development • Difficult patients • Uses of amnesia • Symbols & anecdotes • Confusion techniques

Now in its 17th year! More than 1,000 professionals, from every continent around the world (except Antarctica), have been trained at the Phoenix Intensive Training Program. The Intensive Training Program is a unique opportunity to learn principles and applications of one of the most rapidly growing treatment models in contemporary psychotherapy. The scope of the program is comprehensive, yet the incremental structure facilitates progressive acquisition of competence.

The Intensive Training Program is open to professionals in health-related fields. Each level of the Intensive Training Program provides 30.0 hours of continuing education credit.

For a complete brochure with registration form, please contact:

THE MILTON H. ERICKSON FOUNDATION, INC.
3606 N. 24th Street, Phoenix, AZ 85016-6500
Tel: 602-956-6196 ♦ Fax: 602/956-0519 ♦ Email: suvel@aol.com

M O N O G R A P H S R E V I E W

Hypnosis International Monographs, 4, 5, & 6

Burkhard Peter Ph.D. &
Walter Bongartz Ph.D., Series Editors
Milton Erickson Society
Munich, Germany

The *Hypnosis International Monographs, 4, 5, & 6* continue their fascinating explorations with clinical hypnosis, psychotherapy, and hypnotherapy. Something of interest can

tion to psychosomatic disorders. The final article is a complex model of threat perception mediated by various factors including hypnosis. With the mix of theoretical and experimental articles, readers can learn at many levels, in many forms.

Volume 5 of the Monographs, *The New Hypnosis: Utilization of Personal Resources*, will appeal to clinicians interested in gaining new techniques or re-considering their favorite techniques in new ways. The "New Hypnosis" means a client-centered and facilitative approach along Rogerian lines. Zeig's article articulates useful Ericksonian paradigms

includes a broad spectrum of topics, such as youth traumatized by war, advances in treatment of DID, hypnosis for smoking. A section on ego-state therapy addresses ego states in terms of the unconscious, dreams and EMDR. Clinical issues in the next session include a number of creative articles such as a therapist's reflections on resistant patients, and an acoustical analysis of a hypnotist's voice. Hypnosis in Medicine and Dentistry, deals with public health issues, hypnosis for surgery, and the use of hypnosis for anesthesia in dentistry. Historical and theoretical issues, the final section, offers

thought provoking position papers such as an approach comparing the Greek philosophy of Epictetus with Rational Emotive Therapy.

This cross-cultural group of contributors offers a varied assortment of topics and approaches to stimulate and evoke further creative developments in practitioners and experimenters as it helps the field to evolve.

Reviewed By

C. Alexander Simpkins, Ph.D.
Annellen Simpkins, Ph.D.
San Diego, CA

Geary's article on values is unique, emphasizing that associations can be stimulated and guided by incorporating values into therapeutic technique.

be found for everyone, including those sympathetic to physiological, social, cognitive-behavioral and psychological models as a source of paradigms for hypnotic phenomena and treatments.

Monograph 4, *Suggestion and Suggestibility: Theory and Research* presents a variety of theories and experimental studies, based on an earlier symposium on suggestion and suggestibility held in Rome in the late 1990's. The first group of articles, General Psychological and Psychophysiological Aspects of Suggestion and Suggestibility are conceptually based, guided by sophisticated technical concepts from systems theory and social psychology. They discuss psychological and physiological aspects of suggestion, often tying suggestibility to social influence. The second section, Cognitive and Social Psychological Aspects is more experimental in its emphasis. The social attribution perspective of social psychology is applied to suggestion in these articles. Part III, Suggestion and Hypnosis, offers applications of suggestion as an explanatory concept to specific topics including memory and memory distortion, placebo effect and suggestion mediated by response expectancy and one article on application of sugges-

for working indirectly with patients. His expert advice involves shifting away from using standardized specific technique towards a nonspecific approach to guiding associations of patients towards therapeutically desirable patterns. Some of the other articles in this monograph offer conceptual models, orienting practitioners to other treatment concerns than just problem solving. Geary's article on values is unique, emphasizing that associations can be stimulated and guided by incorporating values into therapeutic technique. Several articles apply constructivist theory to hypnotherapy, offering a rapport model for influencing patients in contrast to the suggestion model of Bernheim. The models of hypnotherapy described tended to be in line with touting rapport over suggestion as more primary for hypnosis.

The sixth volume, *Munich 2000: The 15th International Congress of Hypnosis*, includes papers from the conference that cover a broad range of topics. The monograph opens with a paper defending the integration of hypnosis into the context of "evolutionary psychotherapy." The author suggests that altered states of consciousness promote adaptation to biological and social environments. Part II, Hypnosis in Psychotherapy,

EXPERIENTIAL *continued from page 15*

When she is satisfied with the sculpture, she spontaneously goes into a trance state. He deepens the trance by reflecting back to her what she is doing, and intersperses suggestions. She becomes so involved in the process that she later reports becoming less and less aware of his presence. When she comes out, he asks her to describe her internal experience, which is vivid and sensory based. Zeig then takes her back into a deeper and more spontaneous trance. This is Ericksonian therapy at its best, including something for all levels of practitioners.

Zeig is demonstrating more than how to do Ericksonian psychotherapy and hypnosis. Recall the theme of the conference: essence and evolution. Audience members drew parallels between gestalt, parts, and externalization. He acknowledged the similarities. For Zeig, at this stage of his career, psychotherapy is "a symbol drama of change," and hypnosis is, like the sculpting, "a way of gift wrapping simple ideas and making them come alive." He believes the congruent dynamic insights expressed by the volunteer were preceded by a dynamic experience. This is one of the reasons he used his body for the sculpting, to take on the other's experience in order to develop an experiential empathy in a dramatic manner, an empathy realizable by both. He is demonstrating how a therapist can be more flexible, more alive, and more dramatic, and use self for the patient.

Like many who view this video, the question of how to do therapy is predominant in this reviewer's mind. Zeig's concern, however, is with how to be a therapist: What he can bring out of himself, to be the best therapist in the moment and with the person. He would encourage therapists to use who they are instead of a particular set of beliefs or orientation, to not let our religion – so to speak – contaminate the other's reality. This videotape exemplifies the conference's theme of essence and evolution: The essence of the Ericksonian model, and the ongoing evolution.

Halim A. Faisal, M.S.W.
Thomasville, Georgia

The Online version of **The Milton H. Erickson
Foundation Newsletter** can be found at
<http://www.erickson-foundation.org/news>

Hypnosis & Counselling in the Treatment of Chronic Illness

David Frank & Bernard Mooney, Ph.D.

Crown House Publishing 2002

From the beginning, the authors of *Hypnosis and Counselling in the Treatment of Chronic Illness* recognize what seasoned hypnotherapists know – everyone can be hypnotized if they want or need to be - this is especially true for people who are suffering. The authors align Erickson and Carl Rogers as a therapeutic model by briefly discussing how each believed that the client has all the resources required for healing already within them. This is offered as a powerful attitude with which to engage in counseling and hypnosis.

Thin books, only 124 pages of text, demand more from authors. Frank and Mooney have sifted through shelves of history, research and case studies to offer a quietly compelling treatise advocating the use of hypnosis as an integral part of

A particularly clever client generated imagery of herself as a game show winner in which she won bits of herself as the prize until she ultimately won her whole self.

a comprehensive treatment plan for chronic and potentially terminal illnesses. As part of their observations, the authors note cases that have resulted in individuals experiencing remission or cure (individuals who had been previously diagnosed as "imminently terminal") have not been given the attention deserved

**EFFECTIVE EFFICIENT
EMPIRICALLY SUPPORTED**

More than a dozen controlled studies, including direct comparisons with cognitive behavioral techniques, have

"The speed at which change occurs during EMDR contradicts the traditional notion of time as essential for psychological healing. Shapiro has integrated elements from many different schools of psychotherapy into her protocols, making EMDR applicable to a variety of clinical populations and accessible to clinicians from different orientations."

**Bessel A. van der Kolk, MD
Professor of Psychiatry
Boston University School of Medicine**

Trainings include supervised practice exercises with one skilled and specifically trained facilitator for each 10 participants.

Visit the EMDR Institute website for national and international training schedules.
<http://www.emdr.com>



EMDR INSTITUTE, INC.
PO Box 51010 Pacific Grove, CA 93950
831.372.3900 800.780.EMDR Fax 831.647.9881
inst@emdr.com <http://www.emdr.com>

PAID ADVERTISEMENT



Now You Wanted A Trance Demonstrated Today by Milton H. Erickson, M.D.

Teaching Video Tape/DVD

Erickson demonstrates and describes his philosophy of psychotherapy and hypnotic approaches to:

**Dissociation • Age Regression • Mind / Body Separation
Amnesia / Hypernesia • Positive / Negative Hallucinations
Arm Levitation • Deepening • Trance State Identification
Direct / Indirect Inductions • Utilization of Resistance...**

Accompanying Annotated Transcript contains:

- **rhythm-formatting**
to give you what Erickson said as well as the rhythm and the way he said it
- **literature-based analysis**
- **the subject's experiences of Erickson's interventions**
- **content and process indexes.**

for information on this and other training materials by

Kay Thompson • David Cheek • Humberto Maturana • Gianfranco Cecchin
Richard Landis • Gary Ruelas • Terry Argast • André Weitzenhoffer ...

log onto

www.SCSEPH.org

The Southern California Society for Ericksonian Psychotherapy & Hypnosis

30011 Ivy Glenn, Suite 205, Laguna Niguel, CA 92677

Voicemail/Fax: 949-495-0323 Email: info@SCSEPH.org

PAID ADVERTISEMENT

to such phenomena.

The overall tenet of the authors is that the mind has a significant effect on the immune system. The book begins by offering a succinct historical overview of hypnosis along with addressing the more common myths, misconceptions and fears associated with hypnosis. This could be useful in generating informed participation and support in individuals considered chronically or terminally ill, and their family or other involved individuals. Psychoneuroimmunology is one of the few big words used, making for 'friendly reading' for the non-clinician or physician. Reluctant clinicians and physicians might benefit from the discussion in Chapter 4, Only a Placebo Effect, which addresses the roles of faith, belief, expectation and imagination in hypnosis, counseling and healing.

How to implement hypnosis and counseling with the chronically ill is predominately left to other sources although the case studies illustrate what is possible. The authors offered cases that utilize the client's own resources and imagery. A particularly clever client generated imagery of herself as a game show winner in which she won bits of herself as the prize until she ultimately won her whole self.

In Chapter 7, Emotional Health, the focus is shifted to the significance of a healthy self-esteem and offers suggestions and references for how to begin establishing self-esteem early with children as well as how to reestablish healthy self-esteem in adults. While the connection is not explicitly drawn in any concluding section – there is the implication throughout the book that creating and maintaining an expectantly hopeful and healthy emotional outlook is paramount in the treatment of chronic and terminal illness.

I am planning to pass this book along to a reluctant oncologist.

Reviewed By

Deborah Beckman M.S., LPC, NCC
Dallas, TX

FORUM REVIEW

Practical Uses of Humor for Enhanced Creativity and Effectiveness in Therapy and Life

By Yvonne Dolan, M.A.

Brief Therapy Congress in California in 2003
San Francisco, California

Audiotape BT03-W12a/b

See page 21 for ordering information

Comments from Eugene Don, Psych Dnepropetrovsk, Ukraine

Milton Erickson was a pioneer in the therapeutic use of humor, and from his many books and articles, we have excellent examples of his successful use of humor. In the audiotape *Practical Uses of Humor for Enhanced Creativity and Effectiveness in Therapy and Life* Yvonne Dolan introduces the audience to her own experience and views on using humor in therapy,

The style of the tape is a combination of didactic, audience participation, and exercises integrated with commentary on clinical applications of techniques. It is done with an atmosphere of playfulness. Some parts of the cassette are inaudible due to laughter and lack of microphone use when audience comments were solicited; this interfered somewhat with a full understanding of the presentation, especially for students like myself for whom English is not my native language.

Dolan begins by distinguishing three main forms of humor: (1) Saying the opposite with a twinkle in the eye. (e.g. "Of course you will fail the exam"). (2) Exaggeration (3) Repeating patients' words slowly, so that they can hear the full effect of their own comments.

Dolan's list is expanded following the execution of exercises to include a number of additional strategies including: talking in quotes, cheering a mistake, telling the truth in a light-hearted way, self-deprecation, agreeing with irrationality, minimization, reframing, and shock value.

There are a lot of unusual ideas. Overall the tape was interesting, although some of the exercises are elementary and the relationship to building clinical skills is not immediately obvious. Using humor is like other therapeutic skills that improve with practice. A good sense of humor can help therapists to reduce tension and overcome the different forms of patients' resistances. But I think most importantly, humor helps therapists with their own feelings.

Comments from Roxanna Klein RN, PhD Dallas Texas

Yvonne Dolan is a well-known Ericksonian who has a solid reputation for effective techniques and congenial style, whose professional strength is her broad appeal for both new and seasoned therapists.

To me an interesting aspect of this presentation was her outspoken commitment that this will be an interactive and participatory exercise, not "boring" as she described previous presentations on humor that she had listened to. She does achieve that, and the overall atmosphere is one in which the audience is clearly having fun at participating! It also was interesting to see how the exercises generated creative thinking. The remarkable diversity with which therapists approach problem resolution was indirectly but effectively demonstrated.

Listening to the presentation, one learns not only about therapy and problem resolution but also about concepts of impromptu comedy and the role that plays in our own interactive experiences.

Dolan presents a string of exercises, the purpose of which is not fully discussed, but implicit within them are the development of fluidity and flexibility of thinking --- "learning to think outside of the box." Although the exercises them-

selves seemed elementary, and even tangential to professional studies, they were well received by the audience and humorous in their results.

Overall, Yvonne Dolan lived up to her reputation as a creative and effective teacher of technique, and of being able to communicate a broad understanding of the interactive context of therapy and life. I would recommend this *Practical Uses of Humor for Enhanced Creativity and Effectiveness in Therapy and Life* audiotape for therapists who wish to explore ways to inject a little more humor into their work and daily life.

BOOK REVIEW

OF ONE MIND

The Logic of Hypnosis, The Practice of Therapy

By Douglas Flemons. New York: W.W. Norton & Company, 2002.

Hypnosis is more widely used today than we talk about, whether used as a means for therapeutic change; when watching a good movie; reading a novel; or when captured by a sunset. Reading *Of One Mind* (2002) by Douglas Flemons one finds oneself in a trance-like state much like when reading J.K. Rowling's invented world of Harry Potter. Just as Rowling invents the world of magical wizardry and common folk muggles, Flemons brings to life the logic of hypnosis by writing about authentic case examples. Written for a generation of practitioners who have all but forgotten the meaning and purposefulness of hypnosis, again like Rowling, Flemons conjurs up new terms that convey complex meaning and intertwine relationships that at first seem curious soon bring clarity.

Hypnosis or *concordance* as Flemons terms his therapy is not a special *state*, rather a *relationship*, "...or rather, two special relationships—one between you and me, and the other between you and yourself" (p. 4). Flemons defines concordance as "a heart-and-mind connection (a) between two (or more) people (say, a therapist and a client); (b) between a person and him-or herself; and/or (c) between a person and his or her "problem" (2002, p. 249). For the concordist, boundaries between the way one distinguishes the self and how one makes sense of the who, what, and where, "you" are indistinct (p. 4). As Flemons would have hypnosis portrayed, one is able to dissociate oneself from the roles one creates in daily life and given the freedom to converse and make connections by viewing the transparency of relative boundaries.

Supervision and case examples bring us into the therapeutic world. Chapter 1 begins with explanations of *Hypnosis, Concordance, and the Self*. Chapter 2 embarks on the *Relational Freedom using hypnosis*. Chapter 3 discusses *Your Relationship with Clients*, while Chapter 4 moves to *Your Clients' Relationship with You*, resulting with Chapter 5 addresses *Your Clients' Relationship with Themselves*. Finally, Chapter 6 tackles *Your Clients' Relationship with Their Problem*. These simple titles fulfill the logic of using hypnosis as a relational modality, guiding the reader in the practice of hypnosis.

Reading this book one finds one's fingers turning the pages as if it were a mystery novel. We enter the author's thoughts, actions, and language and are guided to the who, what, how, and why's of hypnosis. Flemons transports himself into readers thought processes as if talking to them directly and taking them on a journey to the ins-and-outs of a concordist's mind. He reveals the special relationship facilitated by hypnosis and in doing so makes known that when we are of one mind, we can challenge our separateness and think in terms of relationships. In the end the mystery solves itself, and as all good novels end, we better understand the context, the people, and ourselves.

Reviewed by

Si-Pui Wong, Ed.S., ABD.

Wendel A. Ray, Ph.D.

Monroe, LA.

Interviews with Brief Therapy Experts

Edited by Michael F. Hoyt, Ph.D.

Published by Brunner-Routledge, Taylor & Francis Group, 2001

307 pages

ISBN: 1-58391-353-X

Michael Hoyt's considerable interviewing skills draw a wide range of ideas and feelings from many interesting people in these *Interviews with Brief Therapy Experts*. We are treated to conversations with luminaries like Steve de Shazer, John Weakland, Michael White, Donald Meichenbaum, Bob Goulding, Karl Tomm, Kenneth Gergen and others. One chapter features Hoyt himself, interviewed by Jon Matthew Carlson.

In his preface Hoyt describes his extensive homework (immersing himself in readings, tapes, and workshops) for each interview. It shows. His questions are

Hoyt's willingness to let the conversation go where it will says a lot about his sense of trust.

informed, considered, and to the point. The footnotes are worth reading, offering quick references for further study, personal insights, or illuminating quotations from other works.

Hoyt adapts his style to his interviewees, ranging from academic to humorous and from formal to intensely personal. Each subject's personality emerges, an element sometimes lost in an author's own books and articles. The interview with Karl Tomm contains considerable information about how he works and what he sees as important in therapy. But the strongest impression is the emotional power of the exchange among Tomm, Hoyt and Stephen Madigan. The conversation took place in front of 200 people, but Tomm's responses are so intimate that he repeatedly chokes up. Once, Hoyt inserts the poignant editorial note, [*weeps*]. Tomm speaks eloquently about respect and equality; his vulnerability communicates the meaning even more deeply than his words. Hoyt's willingness to let the conversation go where it will says a lot about his sense of trust.

A few chapters examine the rarified philosophical underpinnings of therapeutic forms variously described as constructionist, constructivist, post-modernist, and anti-realist. This will be a selling point for some readers and a turn-off for others. In the most freewheeling of these, Scott Miller speaks of how these points of view help him to "open up some possibilities ... challenge my own presuppositions." Still, he says, the discussion can make him "glaze over ... when it goes one step beyond ... and we start talking about what really is or is not out there ..." Much time is spent debating whether external reality exists at all, or whether it is entirely a construction of mind and language. I was at times annoyed by this ("OK, guys, when do we start debating how many angels can dance on the head of a pin – if the pinhead exists, of course!"). But at other times impressed by how often the speakers demonstrated that their thinking had direct application to a therapist's responses to real clients.

Interviews with Brief Therapy Experts covers a lot of ground, from using de Shazer's Miracle Question to considering what nature of reality. Everyone involved is smart and committed and has important things to say based on significant experience – not least of which is the editor. Hoyt conducts a lively interview, and his subjects come through for him and for the reader. Perhaps the best praise is that I often found myself thinking of my own practice and how I might want to change it in light of what I was reading. Recommended.

Reviewed by

Will Handy, LCSW

Milton H. Erickson Institute of Dallas

MILTON H. ERICKSON INSTITUTE OF DALLAS 2004 TRAINING SCHEDULE

FEATURING BETTY ALICE ERICKSON, MS, LPC, LMFT
WITH DEBORAH BECKMAN, MS, LPC AND WILL HANDY, LCSW
AND SPECIAL GUEST PRESENTERS

Level III: Advanced Ericksonian Hypnotherapy

(Thursday - Sunday)

Oct. 7 (2 - 8PM)

Oct. 8 & 9 (9AM - 6PM)

Oct. 10 (9AM - 3PM)

Limited to 8 Participants Per Session

Tuition: \$435 - Materials, Textbook,
Three Working-Lunches & One Working-Dinner Included

For Information & Registration:

Deborah Beckman & Will Handy, Education Coordinators

Call 214.824.2009 • E-mail: therawill@earthlink.net

PAID ADVERTISEMENT

Advertise

Your Workshops or Books HERE!

<i>Full Page</i>	◆	9 1/4"w x 11 1/4"h	◆	\$995
<i>1/2 Page/Vert.</i>	◆	4 1/2"w x 11 1/4"h	◆	\$595
<i>1/2 Page/Horiz.</i>	◆	9 1/4"w x 5 1/2"h	◆	\$595
<i>1/4 Page</i>	◆	4 1/2"w x 5 1/2"h	◆	\$345
<i>1/8 Page</i>	◆	4 1/2"w x 2 5/8"h	◆	\$225

Frequency discounts available!

Ads must be camera ready

The Milton H. Erickson Foundation Newsletter reaches more than 12,000 readers in the United States and 300 Internationally.

Space Reserve Deadline for the Summer Issue (August):
May 28, 2004

For a copy of our Rate Card contact:

The Milton H. Erickson Foundation
3606 N. 24th Street Phoenix, AZ 85016-6500
fax, 602/956-0519 tel, 602/956-6196, ext. 212
Email: karen@erickson-foundation.org

Visit Our Website:

www.erickson-foundation.org

Subscribe to the Erickson Listserv:

www.topica.com/lists/EricksonList

VIDEO REVIEW

Facilitating the Four-Stage Creative Process in Psychotherapy

Neuroscience and Neurogenesis in Hypnosis

Ernest Rossi, Ph.D.

The Brief Therapy Conference, Essence and Evolution
San Francisco, December 12, 2003.

Videotape Number: BT03-CDV3 (also available on audiotape)
See page 21 for ordering information

"Facilitating the Four-Stage Creative Process in Psychotherapy" by Ernest Rossi is an excellent means to understand how creativity occurs when people are in trance. The video is filled with explanations that can help both experienced and novice therapists. This approach looks at psychotherapy from a psychobiological perspective, because it focuses on gene expression, neurogenesis, and brain plasticity. Dr. Rossi talks about how Dr. Erickson referred to psychotherapy as a neuropsychophysiological process. Because there is a special focus on biological processes, we also learn that gene expression is dependent on behavior and interaction with the environment. We know that when we practice something, a learning process occurs, and as a result of this a new ability is developed.

Diagrams of cycles that occur during both awake and sleep cycles help learners understand that each cycle consists of three stages: Right before the *Arousal* period, there is data collection. Incubation starts, as a previous stage before *Crisis*. Once the person resolves the problem, in other words when the *Crisis* is over, an *Illumination* period takes place and then it is followed by *Relaxation*.

Clients and therapists may not know on a conscious level what exactly happened. Nevertheless, if we are careful to observe the changes that occur when

our clients are in trance, we will be able to notice that the problem has been solved (such as those deep breaths, when a client relaxes after solving their problem whatever that might have been). A diagram explains fascinating things that occur when we dream. I really enjoyed learning that when we have a meaningful dream that reflects something outstanding in our real life behavior, a certain gene is turned on. This gene, 268, is a brain growth factor that facilitates neurogenesis. Then if we have an ordinary day with no meaningful dreams, 268 is not turned on. Dr. Rossi found there is an important relationship between these factors and psychotherapy.

The video also includes an explanation about three stages that take place during both awake and sleep cycles. Every one and half-hours, this cycle repeats.

Dr. Rossi asks for a volunteer who wants to talk about a recent dream that was "surprising, novel and fascinating," even if the person has no idea what it was about. I found that teaching this process through an example was quite useful. I also liked how he emphasized the importance of the subject only discussing things she felt comfortable with, especially when talking in front of an audience. "Iko," who accepts to volunteer, talks about a dream where a "motherly, goddess-like woman" came to her and touched her.

As Iko is describing her dream, Dr. Rossi encourages attendants to observe how she shows signs of spontaneous trance, eye catalepsy, and relaxation, among other things. Dr. Rossi exemplifies the stages he had previously described in the diagrams with Iko's reactions. As I was watching, I remembered Dr. Erickson's utilization principle, to utilize patients' resources while respecting them. Here it is also possible to observe how breathing patterns change and relaxation occurs as the subject reaches a "resolution" phase.

Dr. Rossi's video is great. As I reviewed it I learned, and many times had to rewind it, because I was spontaneously entering my own trance while enjoying it.

My deepest thanks to the Milton H. Erickson Foundation and to Alex and Annellen Simpkins for "letting my brain" work on this review.

Reviewed By

María Escalante Cortina, Psychotherapist
Mexico City
maryclimber@hotmail.com

BOOK REVIEW

American Shaman: An Odyssey of Global Healing Traditions

By Jeffrey A. Kottler and Jon Carlson with Bradford Keeney

Brunner-Routledge, New York

257 pages/soft-cover \$16.95

Wisdom from shamanistic healing practices and traditions has been long ignored by Western cultures that place more value on empirically-based scientific studies and technology, despite regular changes in health directives. Jeffrey Kottler, Jon Carlson and Bradford Keeney, authors of *American Shaman*, are all respected psychologists, each having authored many influential books. Together, they have written a fascinating account of Keeney's evolution from early studies with Gregory Bateson and Heinz von Foerster, through his distinguished academic career and to his present studies of healing traditions thousands of years old. During this decades-long passage, Keeney, currently Vice-President of Cultural Affairs at Ringing Rocks Foundation and Cultural Anthropologist at the Mental Research Institute, has earned acceptance as a shaman in his own right.

Kottler and Carlson journeyed with Keeney to the Southern African Kalahari Desert to witness healing ceremonies and rites. Their book centers on that trip, conceptualizing Shamanism for those with a more-Westernized understanding of healing.

Accepted wisdom in the Western world seeks understanding; other cultures

Dreams are highly valued by healers; they connect the dreamer with the spirit world, with ancestors and can be used to create healing ceremonies.

focus on meaning which is not the same as understanding. Understanding is unnecessary for change and in fact, understanding best serves when it holds a great amount of respect for that which cannot be understood. The shaman's way, Keeney says, is to "stop trying to make sense of things and just to appreciate them." (p 147) The world, especially that of spirits, is so complex that is impossible to understand much of life, another's problems, and even ourselves completely.

Traditional psychotherapy seeks theory, explanations and hypotheses, relying on the notion that these create order and control. Shamanistic traditions welcome mysteries, the "un-understandable" facets of life, and use prayer, music, movement and even violent dancing to create possibilities for the unexpected to occur in people's lives. Even by Western definitions, prayer, music, and movement create altered states of mind which can open new paths for the person. Shamans also recognize that they are exactly the same as their "patients"—both are partners in changing and healing takes place for them both. This is quite different from Western therapy, where a client comes to receive treatment from an expert.

see SHAMAN on next page

Some discussion about healing practices feel familiar to Western trained minds. Dreams are highly valued by healers; they connect the dreamer with the spirit world, with ancestors and can be used to create healing ceremonies. Keeney defines this more precisely, saying it is important to show respect to the source of dreams and act upon its behalf. "We give it the same attention we would anything in the physical world." (p199)

Many Native American rituals involve a task that brings dreams which are created by the spirit world, into the physical world. The authors give the example that a Native American medicine man could ask a person who dreamed of a striped horse to paint stripes on a piece of wood and carry it as a totem—or to paint stripes on a horse and ride it until the stripes wear off.

This is easily seen as a homework task, familiar to Western thinking—where dreams spring from the unconscious. But, as most therapists know, homework tasks often make no logical sense; their meaning occurs outside the bounds of understanding. This, obviously, fits neatly within the framework of Shamanism.

There are several examples of healing rituals included from Keeney's own experiences and from the ceremonies Kottler and Carlson watched in the Kalahari, Kottler even participating in one. The book is complex but simple, a metaphor for one of its premises—meaning transcends understanding.

An Ericksonian practitioner reading this thought-provoking book will be reminded of the universality of good therapy, helping and healing. All readers can see that *American Shaman* offers a bridge of appreciation for far-reaching traditions that go beyond cultural confines. Most importantly, anyone who spends time with this wise, entertaining and multi-leveled book will think, wonder, and grow. There is no higher praise that I can offer.

Reviewed by
Betty Alice Erickson, M.S., L.P.C.
Dallas, TX

Visit Our Website: www.erickson-foundation.org

ORDER REVIEWED TAPES IN THIS NEWSLETTER HERE! (VOL.24#2)

<p>Please Print: Name: _____ Highest Degree: _____ University: _____ Major: _____ Lic/Cert Type/No: _____ Address: _____ City/State/Zip: _____ Country: _____ Daytime Phone: _____ Fax: _____ E-mail: _____</p>	<p>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); by professionals with mental health-related graduate degrees (e.g., MSW, MSN, MA, 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.</p>
---	---

<p>Pathways to Possibility with Difficult Cases <i>Scott Miller, Ph.D.</i> <input type="radio"/> 2 Audiotapes or <input type="radio"/> 2 CDs (BT03-W11AB)</p>	<p>Brief Therapy With the Borderline Client <i>W. Michael Munion, M.A.</i> <input type="radio"/> 2 Audiotapes or <input type="radio"/> 2 CDs (BT03-WS32AB)</p>
---	--

<p>Facilitating the Four-Stage Creative Process in Psychotherapy Neuroscience and Neurogenesis in Hypnosis (Clinical Demonstration Video) - <i>Ernest Rossi, Ph.D.</i> <input type="radio"/> 1 Videotape or <input type="radio"/> 1 DVD (BT03-D3) <input type="radio"/> 1 Audiotape (BT03-D3) <input type="radio"/> 1 CD (BT03-D3)</p>	<p>from FORUM REVIEW - Practical Uses of Humor for Enhanced Creativity and Effectiveness in Therapy and Life <i>Yvonne Dolan, M.A.</i> <input type="radio"/> 1 Audiotape or <input type="radio"/> 1 CD (BT03-W12AB)</p>
--	---

Experiential Engagement in Integrative Therapy - (Clinical Demonstration Video) - *Jeffrey K. Zeig, Ph.D.*
 1 Videotape **or** 1 DVD (BT03-D1) 1 Audiotape **or** 1 CD (BT03-D1)

METHOD OF PAYMENT:

Check (Made payable to The Milton H. Erickson Foundation drawn on a U.S. Bank in U.S. currency) **Purchase Order #** _____

MasterCard **VISA** Card no. _____ Exp. _____

American Express **Discover** Cardholder's Signature _____

Total Number of Audiotapes	X \$ 11 each (AB=2 tapes!)	
Total Number of CDs	X \$ 16 each (AB=2 CDs!)	
Total Number of Videotapes	X \$ 59 each	
Total Number of DVDs	X \$ 69 each	
Subtotal		\$
Arizona Residents add Sales Tax (1.8%) of Tape Total		
International Orders (including Canada and Mexico): Add 10% Foreign Surcharge on the Tapes & CDs/DVDs		
Audiotape & CD Shipping: \$1 per audiotape/CD; \$12 maximum Videotape Shipping: \$6 first tape; \$2 ea additional; \$25 maximum DVD Shipping: \$4 first DVD; \$3 ea additional; \$25 maximum Intl. CD Shipping: 15% of order (Intl.) Shipping/Handling		
GRAND TOTAL		\$

TO ORDER, RETURN COMPLETED FORM WITH FULL PAYMENT TO:

The Milton H. Erickson Foundation, Inc.
 3606 N. 24th Street, Phoenix, AZ 85016-6500
 Fax, 602/956-0519 • E-mail, mhervol@aol.com
Questions? Contact Dawn Sadler at: 602/956-6196 ext.201

NO PHONE ORDERS, PLEASE.

Refunds will not be given; credit for future purchase of tapes OR replacement will be given. Defective or incorrectly labeled tapes must be returned to the Erickson Foundation within 60 days of purchase.

ALL SALES FINAL. PLEASE ALLOW 4-5 WEEKS FOR SHIPPING.

TAPE CONTENT IS THE SOLE PROPERTY OF THE MILTON ERICKSON FOUNDATION AND IS NOT FOR RESALE.

A U D I O R E V I E W

Pathways to Possibility with Difficult Cases

Scott Miller, Ph.D.

Brief Therapy: Essence and Evolution
San Francisco, California 2003

Audiotape No. BT03-W11AB

See page 21 for ordering information

What works in psychotherapy? What works with difficult cases? In this two part audiotape series "Pathways to Possibility with Difficult Cases" from the 2003 Brief Therapy Conference, Scott Miller, Ph.D. addresses these questions. Miller packs a lot of knowledge from his extensive research and practice into these tapes. His style is humorous, engaging, fast-paced and accessible. He uses

The use of client feedback and therapist flexibly, important features of Erickson's work, is emphasized in this 21st century, outcome-informed, practical approach.

case studies and videotape presentations to create an experiential learning environment. His position on what works does not come from the "worried well;" he uses case and research examples from the treatment fields of substance abuse, serious mental illness, disability, and the homeless. In this presentation he also addresses practical concerns of therapists such as documentation, managed care, and how to get paid.

The listener can easily relate to Miller's examples and work. He uses Ericksonian language and spontaneous responses with the audience. In the first part of the tape he builds the suspense, enticing the audience to wonder what really works with these difficult clients.

Miller begins the presentation by examining different types of "impossible" or "stuck" clients that therapists work with, inductively soliciting examples from participants. He then discusses trends in diagnosis, treatment and theoretical perspective. As he presents information he interprets the data clearly, concisely and in a way that is credible, although he humorously omits the statistics and numbers.

Miller refers to his website <http://www.talkingcure.com>. This useful website has information about what works and what doesn't work. It offers free forms to access client outcomes. A fascinating part of the website is the "Baloney Watch" that presents the latest psychotherapy fads that do not work.

As Miller discusses what works and what doesn't work, he explains the difference between evidence based practice and practice based evidence, or *outcome informed* practice. As he explains this, I wondered whose side he was on—the side of evidence based practice or the "other side," that which is skeptical of evidence based practice. I listened further, and saw that his bias was on *achieving positive outcomes* with individual clients.

In this audiotape, Miller provides some significant information: that success in treating "impossible" clients is not related to diagnosis, the theoretical perspective used, the training of the therapist, or quality assurance. Client success in difficult cases is more often associated with the client's perspective of the client/therapist alliance, and from knowing and utilizing the client's theory of change. The use of client feedback and therapist flexibly, important features of Erickson's work, is emphasized in this 21st century, outcome-informed, practical approach. Miller's tape clarifies these points, and ends with a case example, which illustrates the importance of utilizing both the client's theory of change and therapist flexibility.

Reviewed by

Diane Holliman, Ph.D.
Valdosta, GA

Assembling Ericksonian Therapy: The Collected Papers of Stephen Lankton: Volume 1985-2002.

Zeig, Tucker, & Theisen Inc.
Phoenix, Arizona, 2004

Hardcover, 287 pages

Assembling Ericksonian Therapy: The Collected Papers of Stephen Lankton offers a unique group of writings on Erickson and his approach to therapy. But this volume goes further, with Lankton's insightful analysis and engaging personal disclosures.

The book is divided into four sections: Ericksonian hypnotherapy, brief therapy, metaphor, and anxiety and trauma. The first part begins with an article that provides an overview of Erickson's approach. Next, Lankton shows how Erickson stepped outside Western philosophy's epistemological assumptions that compartmentalize (e.g. mind vs body) and offered a more reciprocal, interactive, future-oriented view. Lankton's penetrating inquiry shows how the Ericksonian method gives new answers to old questions about how we know what we know. Lankton traces Jay Haley's important contribution to promoting and popularizing Ericksonian therapy and then lays out a clear overview of Haley's multi-level communication theory. Another article modernizes the states of consciousness model from Tart and shows how Erickson's utilization approach flexibly engages different states of consciousness and reintegrates pivotal aspects into the family system. In the final article in this section, Lankton presents his own model of a multilevel interactive dynamic for family systems. His communications approach takes into account the complexities of levels of interactions, roles, cognitions, and emotions within individuals and between family members.

The second section, brief therapy, begins with an article on Ericksonian strategic therapy. Erickson viewed client's difficulties not as pathologies but as problematic interpersonal relationships. Therapists can actively employ indirection and utilization in a future-oriented approach that engages clients in therapy as positive personal challenge. Lankton presents his own useful collection of important underlying factors that therapists should include to make therapy most effective, such as liking your client and correcting ineffective means and imaginary ends. Another article shows how to use trance in non-hypnotic therapies. Erickson helped to bridge this gap when he defined hypnosis as when "The client concentrates on his own thoughts, memories, values and beliefs about life." The final article in Part Two summarizes Lankton's contributions to the early development of NLP.

The third part, on metaphor, includes Lankton's theory of Multiple Embedded Metaphors, (MEM) a term which he coined in 1983 to help explain Erickson's use of metaphor. The first article clearly explains MEM theory and shows how metaphor can bring about deeper change than mere symptom removal by increasing unconscious involvement to subtly change the family's developmental course. The other two articles explain how to use metaphors with clients including distinguishing different types of metaphors and knowing when to employ them.

The final section offers practical methods and interventions that can be used to deal with anxiety and trauma. The chapter on "The scramble technique" is a method for utilizing a client's natural abilities to inhibit a symptom and replace it with new resources. Lankton lays out a six-step process, explaining it with case examples. He also offers an association/dissociation method for regaining abilities that have been lost after trauma. The book ends with a verbatim case description of a client with a history of early family violence followed by commentary.

Assembling Ericksonian Therapy: The Collected papers of Stephen Lankton is a well-written and thought provoking collection from a pioneering master that will be useful for anyone doing hypnosis, hypnotherapy, and brief therapy.

Reviewed by

C. Alexander Simpkins, Ph.D. & Annellen M. Simpkins, Ph.D.
San Diego, CA.

Brief Therapy With the Borderline Client

W. Michael Munion Ph.D.

Brief Therapy Conference 2003
San Francisco, CA

Audiotape No. BT03-WS32AB
See page 21 for ordering information

Brief Therapy with the Borderline Client is the two-tape audio recording of a workshop in which W. Michael Munion, PhD masterfully teaches his audience using a structure parallel to that of the therapy he's teaching.

Munion begins by setting up realistic boundaries and expectations for his audience. He is not going to teach "How to Cure a Borderline in Six Sessions,"

The primary goal of this brief, solution-focused therapy is that the client will experience success, something they may not experience very often.

although, much like their clients, his listeners come hoping for magic. Rather, he explains his method of targeting a single issue, and keeping the client focused on improving that facet of their life. The primary goal of this brief, solution-focused therapy is that the client will experience success, something they may not experience very often.

Munion next reviews several classic theories on the origin of Borderline Personality Disorder. He presents the Kernberg's and Moeller's portrayal of the development of personality disorders. He reviews also James Masterson's important work on the distinction between narcissistic and borderline personalities, and the object relations view of treating Axis II disorders.

Munion then delves into the present, reviewing contemporary research on personality disorders, the likelihood of comorbidity in these disorders, and the phenomenology of symptoms commonly demonstrated by clients diagnosed as Borderline. Each of these aspects is examined and, using solution oriented methodology, Munion conveys specific skills with which therapists can generalize to assist their own clients in countering those symptoms.

This workshop format is analogous to the therapy Munion is teaching. The clients initially may want to come in and review the history of everything that has gone wrong in their lives, which they see as the cause of their difficulties. After acknowledging and respecting the reported history, the therapist orients his them to the present, establishes the limit and scope of the current therapy, and begins to set an eye on the future. Munion asks, "How is this affecting you *now*? What would you like to change in the six sessions we have?" In this brief therapy, the client is assisted in acquiring skills they can generalize in the future to other aspects of his or her life. There is also the expectation that clients may have multiple episodes of brief therapy. Munion cites examples from his own practice to provide experiential applications of the concepts he is teaching, yet leaves the listeners to expand on the concepts presented to fit the needs of their own clientele.

This outstanding workshop offers immediately applicable information. The presentation is well organized, and comprehensive. It provides theory and research as well as application. Munion mixes humor with his professional, user-friendly style. At one point late in the tape, he refers to a cartoon being shown to the audience at the workshop. Addressing the audio listeners he teases, "If you want to know what is on the cartoon, you'll have to come to the workshop." Acceptance of this invitation is highly recommended.

Reviewed by
Sharon McLaughlin, M.A.
Lakeport, CA.

INTERVIEW

continued from page 9

later years when I did human- rights work, Roxanna Erickson Klein, once told me, "I know you've been doing some work with torture survivors, and I want to tell you something I think Daddy would want you to know... do you know how Daddy suffered paralysis down to the use of one eye? He used to say, 'I find that to do anything is pleasing.' And I think in your work with torture survivors if you understand that...you can help them benefit."

A person comes out of torture no longer who they were, and they'll never be who they were again. They have to start with anything they can find pleasing...start there. Not only did I get it for torture survivors, but others including battered women. Whoever is depersonalized, which happens to anyone -- seriously ill, divorced men and women, women when their children leave home, a man whose partner dies-- you wake up and you aren't who you were. One project I'm working on is about making the smallest change, not overcorrecting.

Erickson once said, "If you can't say something to suggest that a person lift their finger, do you think you can help them go home and change their life? He'd learned that even the smallest cataleptic movements embodied possibilities for people. If they could make any movement, heartened by the smallest change positive or negative, people will go on to make changes. If you have a terrible situation and you can make it worse, if you feel you can influence it at all, it gives you power over your life. Milton's thinking was so different from the rest of the field at that time.

SM: So the client then influences the symptom?

MR: Erickson spoke to the body. Today, with the overuse and abuse of psychopharmacology what upsets me is, he was just starting to teach people how to talk to the body, and how to affect biochemistry. He understood all these things because of his work with his own body. I spoke earlier of all the mentors I had. His mentor was polio. He had to learn to move again in small steps. He learned everything from this terrible disease, and knew of the mind/body relationship. He

understood pain management, which is key to any symptom. We all hurt in some way. He worked with people to find their own way to manage their own discomfort, rather than make it all just go away.

SM: You use these concepts in your teaching and your work?

MR: After leaving a university position in Seattle, I decided to teach. I looked at my old videotapes from Philadelphia Child Guidance Clinic, and I was going to use them to teach. I had one of a family, but as I watched I observed that the parents and I basically suggested things to the young man which activated his symptoms. He came in the therapy room without symptoms, thinking clearly and having no chest pains. Instead of seeing my magnificent work at hand, I saw that somehow we, his parents and I, elicited his symptoms. Thinking of my teaching career, I said, "This is terrible." Then I realized, "No. This is how symptoms are produced. So I watched over and over, and used the Rossi Erickson paradigm - 5 steps, there it was. The family had spontaneously followed their model, and I had unwittingly allowed it. Thank, God, I did wake up in the tape. But from then on, I understood that what therapy entailed was a counter-induction. I learned all this from watching this process. Now, I let people do their thing to each other, I let it unfold. I study how their symptoms get activated, and that tells me how to do my work.

SM: What projects are you working on now?

MR: Teaching workshops. Couples workshops. I really want to teach a select population of good people--people who work with clients because they care about humans as a species-- and want to better the world and see the species evolve.

I'm also doing poetic inductions. Erickson was a great storyteller. I can tell some stories, and I learned a lot from his stories, but I am a poet. One of my first loves is poetry. Poetry is the language of the unconscious mind. So I thought, "Why don't you do what you do instead of what he does?" I've never been a follower of Milton's. I was inspired by him. People would call me an Ericksonian. I think Milton's stomach would turn if he thought of people calling themselves "Ericksonian." I once asked

See INTERVIEW on page 24

INTERVIEW

continued from page 23

Milton, "Are you telling me just to be myself? And trust my intuitions? He said, "I certainly hope that's the message you're receiving."

So I do poetic inductions, on different suggestive levels because I'm very socially minded, I'm always seeing four levels at least, individual, social, family, and spiritual. I feel that poetic inductions in favor of human decency give people alternatives to the negative hypnosis by the media and social structures and concepts that exist: homophobia, uselessness of 50-year-old women, not having a skinny body, excessive fear of The Other. We need ongoing sources of counter-inductions to the prevailing media models. The first poetic inductions I delivered were against hate movements. I do them at workshops because I want to do them en mass.

In couples work, there's a way to respond to each member of a couple so that you (short of one being in danger) take sides equally. My job is to

find a higher order resolution of the conflict. I think that can be applied on a more global level. What is the possible project of these people toward the future? If you look at each country in a conflict as a member of a couple, and work on putting aside what has happened in the past, you can not compensate for loss or the disaster of what's happened in the past, but you can orient countries and couples toward a slightly brighter shared future.

How do we take our real disappointments and pains and move on to the future?

You can't tell people to drop it, or to forgive, but you can teach them to forget. To forget means to put away. Hypnosis teaches us the mind has a foreground and a background. Hypnosis goes into the background of the mind, and brings it into the foreground. Forget means I'm going to take what you did, and it and put it on the shelf back there so we can move forward. I know it's there.

SM: So you spell it f-o-r-e*g-e-t?

MR: Exactly. Erickson was a

pragmatist. He taught you can forget, you still have a resource for self-protection, you can take it down if you need it again, but for now, to move ahead you can put it to the side. But you do not have to forgive, in my opinion, for healing and evolution to take place.

One time, Erickson asked me what was my definition of psychotherapy? I said something like, 'planning a strategy to make people change.' He said, "In psychotherapy the therapist changes nothing. You create the circumstances under which the individual can respond spontaneously out of change...then heartened by the possibility of change no matter how small positive or negative, they will go on to make other changes."

SM: Back to the smallest move of the finger.

MR: Yes. Back to the smallest move of the finger. The heartening possibility of change.

SM: Thank you for taking the time this afternoon to share your experiences and insights.

MR: Thank you, Sharon, for an enjoyable afternoon.

DONATIONS

The Milton H. Erickson Foundation, Inc., would like to sincerely thank the following colleagues for their very generous donations since the last issue of *The Milton H. Erickson Foundation Newsletter*: Susan Bacharz Guenther and Leon Lalsingh, M.S.W. Thank you for your continued support of The Milton H. Erickson Foundation and its activities.

Donations earmarked for the Milton H. Erickson Archives go directly to assisting with expenses for restoring the audio- and videotapes from the late Milton H. Erickson, M.D., along with tapes from past Milton H. Erickson Foundation Conferences from 1980 through 2003. This extensive restoration process will make these tapes, CDs, DVDs, and other materials available to mental health professionals around the world for training purposes.

Subscribe to the Erickson Listserv: www.topica.com/lists/EricksonList

Newsletter Subscription and Donation Form

CHECK ALL THAT APPLY:

- Please find my donation of \$_____ to support the activities of The Milton H. Erickson Foundation, Inc. (The Foundation is a non-profit corporation and donations may be tax deductible within IRS guidelines.)
- I am not currently on your mailing list. Please add my name so that I may receive the *NEWSLETTER* and other information about activities sponsored by The Milton H. Erickson Foundation. (NOTE: Students must supply a letter from their department indicating full-time graduate student status in an accredited program.)
- I live outside the United States, and would like to be placed on your Foreign mailing list to receive the *NEWSLETTER* three times each year. **I have enclosed a donation of \$20 US to help defray the cost of postage for my two-year (six issues) subscription to the *NEWSLETTER*.**
- I have moved, please correct my address as stated below.
- I no longer wish to be on The Milton H. Erickson Foundation mailing list. Please remove my name from your list.

Eligibility: The *NEWSLETTER* is available 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 *NEWSLETTER* is also available to professionals with mental health-related graduate degrees (e.g., MSW, MSN, MA or MS) from accredited institutions. Applications from graduate students in accredited programs leading to a degree in the above fields will be accepted if they supply a letter from their department on letterhead stationery certifying their full-time status.

Please accept my donation of: \$_____

VISA MasterCard AMEX DISCOVER

Account Number: _____ Exp. Date: _____ Cardholder's Signature: _____

Other (PLEASE, DO NOT SEND CASH): _____ (Checks made payable to *The Milton H. Erickson Foundation*, in US Funds, drawn on an American Bank)

PLEASE PRINT CLEARLY:

Name: _____ Highest Degree: _____

University where highest degree earned: _____ Major: _____

Street Address: _____

City _____ State: _____ Zip/Postal Code: _____ Country _____

Daytime Phone: _____ Fax: _____ E-Mail: _____

RETURN COMPLETED FORM TO:

The Milton H. Erickson Foundation, Inc., 3606 N. 24th Street, Phoenix, AZ 85016-6500

New TOLL-FREE Phone, 877/212-6678 ♦ Phone, 602/956-6196 ♦ Fax, 602/956-0519 ♦ E-Mail, karen@erickson-foundation.org