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# The Milton H. Erickson Foundation NEWSLETTER

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## I N T E R V I E W

### *Dr. Helen Fisher*

In Dialogue with Pat Love, Ed.D.

*Helen E. Fisher, PhD is a biological anthropologist and Research Professor in the Department of Anthropology at Rutgers University and the most referenced scholar in the love research community. She has authored five books on various aspects of evolution and future of human sexuality, monogamy, adultery and divorce; gender differences in the brain; and the chemistry of romantic love. Dr. Fisher has studied marriage and divorce in 58 societies and adultery in 42 cultures. Most recently her investigation has ventured into human personality types and why we fall in love with one person rather than another.*

*Dr. Fisher has made a lasting impression on our understanding of love with her scientific, yet humanistic approach to relationships. Her vast wealth of knowledge and conversational style make her an Über author and fascinating speaker.*



**Pat Love:** You have done so much research and so much writing, can you think of what you've discovered that you think therapists would find most helpful when working with their clients?

**Helen Fisher:** The most important thing to me right now is the understanding of personality; that's what I've

been working on for the last six years. There are two broad, basic parts of personality: your character--everything you grew up to believe and do and say and think; and your temperament--all your traits that come out of your biology. For example, some children are born more curious. Some are more stubborn, more aggressive, more empathetic, or more verbal. Basic scientists now believe that some 40% to 60% of who we are comes out of our biology.

This is not to say that we are puppets on a string of DNA. Some people are born with particular genes that predispose them to alcoholism but they give up drinking; others are predisposed to nicotine addiction but they give up smoking. But we do have personalities; and a good 50% of our personality emanates from our biology.

I often think that partners misunderstand one another for the wrong reasons. Your childhood certainly plays an important role in who you are; but we are also built to act and react in certain ways. And sometimes a couple will fight over things that really aren't going to change, because their opin-

*See INTERVIEW on page 21*

## ***Couples Conference 2012: Attachment, Differentiation and Neuroscience in Couples Therapy***

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Learn the latest research in facilitating treatment with Couples at the Couples Conference: Attachment, Differentiation and Neuroscience. The Conference will be held April 27-29, 2012, at the San Mateo Marriott in San Mateo, California. A special 6-hour *Law & Ethics* Pre-Conference Workshop with Steven Frankel, Ph.D., J.D., will be held on Thursday, April 26, 2012. The Conference is sponsored by The Milton H. Erickson Foundation, Inc., with organizational assistance by The Couples Institute, Menlo Park, California.

This year's faculty will include Ellyn Bader, William J. Doherty, Helen Fisher,

*See COUPLES on next page*

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## EDITOR'S COMMENTS

When I first visited Dr. Erickson, I was looking for the magical formula that would help me know how to treat the symptoms and problems that clients presented. I had long been exposed to the *Diagnostics and Statistics Manual, Second Edition* (Yes, I am that old – sigh), and thought about treatment as a function of signs and symptom presentations. Therefore, I was not prepared when Dr. Erickson spent so much time on their idiosyncratic meanings. For Erickson, there were no universal interpretations. Everything was individualized. This orientation was more complicated than I had anticipated.

That visit was well over three decades ago and now I cannot imagine looking at symptoms without considering the person's both unique and collective individuality.

During the time when Dr. Erickson was doing his research and writing, we knew little about the biological underpinnings of behavior. We knew even less about how gene expression affected behavior and how behavior affected gene expression. Yet, without that information, Erickson's genius showed in his ability to look through the person's eyes to find the larger meaning behind the behavior.

Today, we have a better, though still limited, understanding of the epigenetic and biologic correlates of behavior. What we know helps us to identify some common themes that lodge within the person's individuality. To that end, this issue's theme is the celebration of our individuality within the commonality of being human.

Our Featured Interview with Helen Fisher sets this theme. She is interviewed by Pat Love. These two heavy hitters, in the field of understanding the nature of relationships, presented me with an interview that was four times the normal length of our space limitations. They fed off of each other's energy to produce an amazing conversation that covered everything from how biology affects personality and the biochemistry of relationships to the function of the addiction process in love and loss. Painfully, because of space limitations, I could choose only a small part of their energetic conversa-



tion to print. To experience the rest of the excitement, please attend Helen Fisher's keynote presentation at the *Couples Conference – Love and Intimacy* on April 25-29, 2012. It will be amazing.

This theme of respecting individual differences is continued in Allan Erickson's article in the *About Milton Erickson: Reflections of time spent with him* column. It is both light and deep at the same time. Dr. Erickson's response to a playful family joke expands our understanding about the man who became the driving force in understanding human interactions.

In our *Case Reports* column, Eric Greenleaf presents *A Spontaneous Experience of "No-Mind" During Hypnotherapy*. This little-noted human experience is, again, an example of the celebrations of our uniqueness within our collective existence as humans. John Lentz also focuses on Camillo Lorio's respect of the individual in his interview for the *In The Spirit of Therapy* article. As the recent recipient of the *Milton H. Erickson Lifetime Achievement Award* for outstanding contribution to the field of psychotherapy, Lorio epitomizes the Ericksonian valuing of individual differences.

Marilia Baker captures the essence of Jeffrey Zeig and Lilian Borges-Zeig in the *The Power of Two*. Marilia presents how both the professional and personal personas of the Zeigs are role-models for acceptance, appreciation, and utilization of differences. Over the years, I have watched how

this loving couple shares their unique strengths with each other in professional and intimate partnership. To me, they will always be the icons of the *Couples Conferences*.

Marilia Baker and Cecilia Fabre show how our theme of the unique within a pattern of shared purpose can be expressed at the community level in their *Introducing the Institutes: Celebrating the Contributions of Mexican Institutes to the Evolution of Ericksonian Psychotherapy in Mexico*. Both Baker and Fabre elegantly review the multifaceted nature of so many unique institutes while being able to enfold them within their shared philosophies and goals. A beautiful job.

The rest of this issue is dedicated to

resource materials that support our theme. In the *Historical Times* column, Keli Jacobi and Wendel Ray introduce us to the Jackson Archives, a treasure trove for scholars and researchers. Don D. Jackson and his team of researchers in Palo Alto, California, often are seen as major historical contributors to current couple and family therapy approaches. A marvelous resource.

Considering Rubin Battino's recent publication, *Healing Language* on the practical use of hypnotic language (see issue V. 31, No. 32), I could not think of a better person to review *Narrative Therapy Trauma Manual: A Principle-Based Approach* by J. R. Stillman. Battino's perceptive appreciation of

See *COMMENTS* on page 4

## COUPLES *continued from page 1*

John Gottman, Rick Hanson, Harville Hendrix, Esther Perel, Stan Tatkin, and Scott Woolley.

**Register Early for the Lowest Rates!** Register by December 13 for the lowest fee offering of \$299 US Professionals / \$199 Foreign Professionals, graduate students, interns and Seniors.

Visit the Conference web site [www.CouplesConference.com](http://www.CouplesConference.com) to register Online, view and download the complete brochure, review the faculty bios and handouts, and reserve hotel accommodation. For more information or to receive a brochure by mail contact The Milton H. Erickson Foundation, Inc., 3606 N. 24th Street, Phoenix, AZ 85016-6500; Fax, 602-956-0519; Tel, 602-956-6196; Email, [office@erickson-foundation.org](mailto:office@erickson-foundation.org)

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# *The Couples Conference 2012*

Attachment, Differentiation &  
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and save \$200 or more



## About Milton Erickson: Reflections of time spent with him

By Allan Erickson

Almost exactly 50 years ago, shortly after I moved out and was living at college, I successfully played a practical joke on my dad. However, in a way the joke is on me because I learned a great deal about my father during the course of this practical joke.

I had a kind of contest with my older sister, Betty Alice. We would carefully go through whatever was published about or published by my father to see if either of our names were mentioned. Of course, if we saw our name in an article or book we would “hold” it over the other until the facts changed and the next article was published.

Thus, it was with this interest in the fall of 1961, that I looked over the latest issue of the *American Journal of American Hypnosis* of which my father was the editor. I always started at the table of contents and would check to see if my father was the author of any article. There was my father’s name on an article about mirror writing in- and out-of a trance. Even though the likelihood of my name being mentioned dimmed greatly, I turned to the article and started reading it. It did not take me long to become confused, very confused. My dad was talking about having this person mirror writing left to right and right to left, in-and out-of trance. Since I have a down-to-earth mathematical background, I couldn’t con-

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*...I learned that my father respected everyone, no matter what their behavior, and through his actions demonstrated that everyone deserves their thoughts acknowledged and enlightened upon.*

---

ceive of how one can mirror write left to right. Mirror writing is just backwards writing; hold it up to a mirror and it looks normal, as if it is written left to right!

I puzzled over this paradox for a while and decided to write my father a letter and ask. Having learned something from my father, I decided to be indirect. I would not make the letter from me. So I wrote it to have fun as well as to get information. I acted as if I got madder and madder as I wrote the letter saying more and more things about how confusing the whole article was. Then I signed the letter H.A. Noskcire, my initials backwards and my name spelled backwards. I sent it off wondering if I would get an answer since my letter, while sincere, was a little intemperate.

Within just a few days, I got a thick envelope to H.A. Noskcire. It was a long, detailed letter from my father thoroughly addressing all the points I had raised. It seems this person, while in a trance could write four different ways. She could write normally from left to right. She could write right to left starting at the end of the words and finish at the start of the words (or sentence.) She could also do the same with mirror writing; that is, she could mirror write “normally” starting at the start of the words and end up at the last letter of the words from right to left. But she could also mirror “backwards”, meaning she could start at the end of the words and wind up at the start of the word, i.e. mirror writing left to right. My father had even enclosed examples showing where the person started and stopped writing. What a complete answer!

What this showed me was how passionate my father was about his work, something I (just coming out of being a teenager) had not realized. He also put a great deal of energy into making sure that what he learned was clear to others. Here was a completely polite letter in answer to what my father thought was a total stranger’s rather intolerant letter, and it was answered immediately in great and complete detail. What a nice letter and thorough explanation!

I decided to come clean. I had H.A. Noskcire write a nice thank you note for my father’s prompt and complete answer. I ended my letter with the line “Perhaps, you have noticed the mirror like quality of my name.” My mother later told

me Dad came out of his office and asked her what I meant. (My mother had earlier noticed the address to which the first letter was sent was my address and had quietly figured out the joke.)

From this experience, I learned that my father respected everyone, no matter what their behavior, and through his actions demonstrated that everyone deserves their thoughts acknowledged and enlightened upon. I also learned that my father took his work (or verified other’s) so seriously that he naively accepted my angry response to his article as valid. It is a perfect example of how genuine and down to earth he was, even if the theme of his article seemed esoteric to me.

## In the News

Stanford University Libraries Department of Special Collections has accepted Jay Haley’s Papers and other materials.

“The Jay Haley Collection consists of 32 linear feet of material that span the 1950s to 2007 and document Haley’s career through correspondence, papers, book typescripts, and media materials. Haley’s papers illustrate his multiple professional activities from the practice and teaching of psychotherapy, studies on Milton Erickson, his collaboration with Gregory Bateson, his clinical work with couples and family, his research on schizophrenia, and his work with the Philadelphia Child Guidance Clinic, to his activities as editor for *Family Process*. The collection also includes Haley’s training films, which present specific cases, as well as his views on strategic and family therapy, Milton Erickson, and other topics.”  
<http://library.stanford.edu/>

This was Jay’s first choice as a repository for his archive.

## COMMENTS

*continued from page 2*

strategic questions highlights the value of this review. Maria Escalante de Smith’s insights bring an enlightened focus to *Narrative Practice: Continuing the Conversations*, which Escalante de Smith considers a legacy Michael White left to the world.

Our prolific review editors, Alexander and Annellen Simpkins, have contributed several resource reviews for us in this issue. These include the book and CD review of Ronald Alexander’s *Wise Mind, Open Mind: Finding Purpose and Meaning in Times of Crisis, Loss, and Change*. Considering their publications on neuroscience and Eastern thought, the Simpkins’ are most qualified to review this integration of Buddhism and positive psychology. The Simpkins’ publications, covering the range of historical and current perspectives on psychotherapy, also make them the perfect choice for the reviews on the *Rational Emotive Behavior Therapy* by Albert Ellis and Debbie Joffe Ellis, Jon Carlson’s and Matt Englar-Carlson’s *Theories of Psychotherapy Series*, and finally the contemporary *TranceForming Ericksonian Methods* by Camillo Loredio, Giorgio Nardone, and Jeffrey Zeig.

Lastly, John Lentz, our *In the Spirit of Therapy* editor, offers us a series of reviews that also reflect his many talents. Lentz uses his humanistic lens to review a range of offerings that include the DVD reviews of Irvin Yalom’s *Confronting Death and other Existential Issues in Psychotherapy*; John Norcross’ *The Therapeutic Relationship, Individualized Treatment, and Other Keys to Successful Psychotherapy*; and Michael Yapko’s book *Mindfulness and Hypnosis*. Lentz also shows us the personal connection within Joseph Tramontana’s book of *Sports Hypnosis in Practice: Scripts, Strategies, and Case Examples*.

This issue’s celebration of our individuality within the commonality of being human is continued in the upcoming *Couples Conference – Love and Intimacy* on April 27-29, 2012 in San Mateo on the beautiful San Francisco peninsula. I get such positive energy from this conference where the theme of love and connection is immersed in an atmosphere of acceptance and community. Gregory Bateson would call it a “metalog.” I call it wonderful. Join us in the celebration.

Rick Landis  
Orange, California

## A Spontaneous Experience of "No-Mind" During Hypnotherapy

By Eric Greenleaf PhD

*Show me your original face before your parents were born.*

—Zen saying

Replication is a cardinal principle of the physical sciences, much admired by psychologists, yet difficult to adhere to in experimental situations with people. Attempts at prediction are usually coupled with criteria of replication in the canons of social science. Still, Reyher (1962) has suggested that in research where demand characteristics are operative (Orne, 1962) unpredictable or spontaneous subject responses can best fit a "scientific" model of psychological research. Spontaneous subject reactions are especially telling, of course, when the data considered is "states of consciousness" rather than "behaviors," since human experience is reported verbally, and verbal reports are subject to suggestion and "demand" from the experimenter or observer.

This brief report of a spontaneously revealed experience during hypnotherapy, one in which the subject was unaware of a vast body of literature dealing with identical experiences and the therapist had no expectation of such an outcome, is presented as an unpredicted replication of an important, uncommon human experience: "no-mind."

At the time this experience occurred, I'd been meeting with V for bi-weekly sessions of hypnotherapy to deal with compulsive eating. On November 16, in trance, I asked her to conduct an "unconscious rapid review of all the incidents, persons, emotions, events, feelings, thoughts and experiences that lead to your present distress." What V saw as her struggle with eating was an image of her grandmother taking V as a baby from her mother. V's hatred for the grandmother, an evil and malicious woman of great power, was evident. I said, "That's where she lives," meaning that the struggle with grandmother had physical expression in V's stomach and in her eating habits. When I said these words, V reported seeing the image of a child, then an embryo, then she said,

"Now it's before birth."

I asked her what it was like there, and she reported that "before birth" was spaceless and timeless and "mindless." When I recovered from my surprise at this last comment, I quizzed V about her knowledge of writings in Zen Buddhism. She knew nothing and had read nothing. Later, in March, V noted that she was re-orienting to the no-mind experience. "I've been reading Baba Ram Dass [1971] and I can see states of consciousness described there that I've already experienced hypnotically." She also confronted her grandmother in waking life and calmly told the truth of their relationship without being swayed by the malevolent looks in grandmother's eyes or her insinuation to V that "Some people say I'm a witch!" V commented to me that she felt "all this happened organically and spontaneously," and not from any direct suggestion of mine.

On March 27, I suggested to V, while in trance, that she "see things with no-mind," and she reported seeing, "Reality . . . It's overwhelming . . . so many realities, but they're all the same reality . . ." She also reported that her myopia was cleared and she could, for the first time in years, see objects clearly at a distance. (This was another spontaneous comment, unimagined by the therapist, yet consistent with reports of the Gestalt therapists as well as of Zen monks (Perls, 1970; Suzuki, 1956) of "sharper" reality perception and sensation following therapeutic exercises.)

There is no Bodhi-tree  
Nor stand of mirror bright  
Since all is void,  
Where can the dust alight?  
—Hui-neng (Suzuki, 1956)

I won't presume to instruct in Buddhism. As Bankei, an eccentric master, noted, "These are all old stories anyway." What I intend to do is to confirm a source of research for psychologists concerned with human experience as well as with human behavior. Suzuki and others have written of "no-mind" and its correlate states of sharp perception and so forth. Eliade (1958) has described states of Yogic experience, and the Tantric exercises which best approximate therapy for persons living in materialistic, sensual societies. These are remarkably like the various modern therapies: Gestalt, the Energy thera-

pies, Hypnotherapy, and Active Imagination, which utilize bodily sensations, imagery and non-verbal meditations to effect change. Many of these techniques, with attendant predictable and replicable verbal reports of kinds of human experience, are recorded and available to researchers and therapists dealing in human consciousness.

*Contributions for Case Reports can be sent to Eric Greenleaf, Ph.D. at [ericgreenleaf@me.com](mailto:ericgreenleaf@me.com)*

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## Why so serious?



We at The Milton H. Erickson Foundation take the future very seriously.

That's why we're moving into new headquarters—to better serve our constituents by offering even more cutting edge learning opportunities, and facilitating access to our priceless archives and other research materials. To be a Center of Excellence in Hypnosis and Psychotherapy.

That's why we purchased the Erickson Home—to create a museum in memory of Dr. Erickson, and foster recognition for it as the home of modern clinical hypnosis.

That's why we're asking you to join us. Invest in the Foundation's future: make a donation online at [www.erickson-foundation.org](http://www.erickson-foundation.org) or call us at 877-212-6678.

We've accomplished a great deal in the last 32 years; we have a lot of work before us. And that's something we take very seriously.



THE MILTON H. ERICKSON  
FOUNDATION



# IN THE SPIRIT OF THERAPY

## Camillo Loriedo

Interviewed by John Lentz

*Camillo Loriedo, MD, PhD, is professor of psychiatry and psychology at the University of Rome, School of Medicine and the School of Specialization. Since 1998, he has been a member of the board of directors for The Milton H. Erickson Foundation. Having just served as president of the International Hypnosis Society, he recently was elected president of the Italian Society of Psychotherapy. He has been a member of the editorial board for the American Journal of Clinical Hypnosis since 2005. Professor Loriedo has been awarded the Milton H. Erickson Lifetime Achievement award for outstanding contribution to the field of psychotherapy. He has authored more than 350 scientific papers and 25 books.*

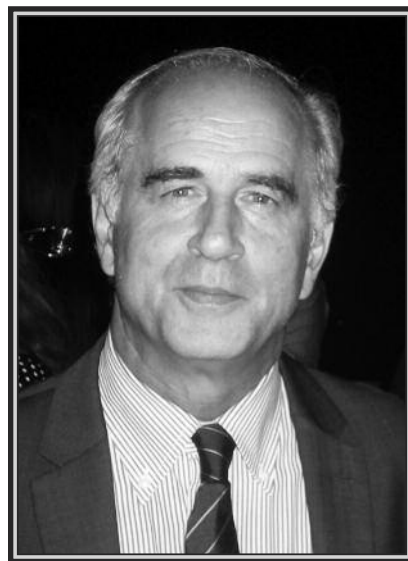
The interview began after some banter about how Camillo believed there were plenty of people more qualified to speak about spirituality and psychotherapy. He relented because he sensed that I believed it would be good for the hypnotic community to know him better.

**John Lentz:** How do you think of spirituality as being a part of what you do?

**Camillo Loriedo:** I think of the special way of connecting in hypnosis as being spiritual. The person really hears what the other person is saying. Psychotherapy is a special encounter, yet over time I developed the idea that hypnosis is more than psychotherapy; it is a special relationship.

**JL:** Speaking of relationships, at hypnosis conferences you seem to treat everyone that you encounter in a very special way. I have noticed how you are so kind and seem intent on being helpful however you can. You have accomplished so much, yet it clearly isn't to impress anyone. You almost are reluctant to even acknowledge the amazing things that you have already done. Clearly, you seem to look for kind ways to treat people, just because you want to.

**CL:** (Laughs) Well, I am sure that I fall short, but I try to. I hope that I can be of assistance to people. I see the special relationships at these hypnosis conferences as family. At the confer-



ences such as the congresses, it becomes a community and it is a pleasure being together. It is such a positive feeling. Many of these people I see and have seen for years at conferences. It just feels good to be with them.

**JL:** It is an amazing feeling to be with people who you see every year, and get to talk about something that you are so passionate about. Would you say a little more about the special relationship that comes from trance which is, in your perspective, spiritual?

**CL:** When in a trance, there is a special connection. I want to be in deep contact with a person. I am very curious. I don't know what will unfold but I am interested to discover.

**JL:** Your curiosity is respectful. It invites the person experiencing it to feel encouraged to remain in a positive trance where they are more aware of their resources. You seem to go out of your way to be open and maintain such integrity that it is easy to appreciate your style of relating.

**CL:** A long time ago, I realized in talking with a schizophrenic that the more I was open with him, the more he was open with me. When I was young I thought I was supposed to be "hidden," but I realized that was more about my ego than anything else. I want people to know as much about me as possible, not in an egotistic way but in a transparent way so they feel invited to be open as well. Nicole Ruysschaert said in her keynote speech at the 12th International Congress of Hypnosis that hypnosis was probably much older than the 1800s. Hypnosis, in the beginning, was before

any medication and was helping people all over the world in probably every religious group. It stemmed from our need for connections. I think of that as spiritual.

**JL:** That is a very good definition of spirituality as a profound connection, as well as a community of sorts that cares about each other. The creation of caring communities may be one of the healing aspects of religions all over the world. In that sense, you do a lot to create that caring community through your interactions with others.

**CL:** One of the differences that I see between Freud and Erickson is that Freud seemed to approach others from a perspective of fear, or seeing the negative in them. Erickson seemed to always believe profoundly in the positive that people have in them. He was always looking for that. I once wondered how it was that he always seemed to have such clients, patients, that were always ones that he liked. I wondered how he could have selected such people to see, and then it dawned on me that it was how he saw them, and then it made sense.

**JL:** Erickson seemed to realize the problems that people had were because of the negative trances they were spontaneously developing keeping them from seeing, doing, and being who they could be.

**CL:** That is because he was bringing out that positive aspect of people. He wasn't so directive as people think. He was motivated by the positive in the person that he believed in and coaxed them into seeing what they could be and do what they could do. He was motivated to help them be free from what was limiting them. He profoundly believed in people. I find that very spiritual.

**JL:** I do, too, but then I also find how you treat people to be very spiritual and relational. You appreciate the larger community that has built up through the various organizations such as the International Society for Hypnosis, European Society for Hypnosis, American Society for Clinical Hypnosis, and The Milton H. Erickson Foundation, as well as others -- in part because you have played such a large role in creating these communities. It is your positive belief in others and willingness to care that spreads and helps encourage communities to be so powerfully positive and caring about each other. While it is the integrity of all the people in the community and their willingness to share with each other, you have been a strong presence behind the scenes nurturing, building, planting and cultivating communities that cross boundaries of religion, nationality, age, gender and affiliations.

## IN MEMORIAM

### James Hillman and Richard Fisch

It is with a heavy heart that I report the loss of two preeminent contributors to the Erickson Foundation: James Hillman, PhD and Richard Fisch, MD, both of whom were born in 1926 and perished in October, 2011.

Dr Hillman was a perennial member of the Evolution of Psychotherapy Conferences. His Jungian perspective insisted on soul in all of its resonant versions as central to the psychotherapy process. I was honored to discuss his work at the 2005 Evolution Conference. Jim embodied his humanistic orientation in all of his dealings with me and members of the staff.

Dr Fisch was instrumental in stimulating my interest in brief therapy, and was considered a founder of the brief therapy movement. I took a workshop with him in 1973 at MRI, where he worked. Later he became a dear friend. Dick Fisch frequently presented at Erickson Congresses and the Brief Therapy Conferences.

Our deepest condolences to the Hillman and Fisch families.

- Jeffrey K. Zeig, PhD

Director, The Milton H. Erickson Foundation, Inc.

# THE POWER OF TWO

## Jeffrey Zeig & Lilian Borges-Zeig

By Marilia Baker

The personal and professional partnership of Jeffrey Zeig and Lilian Borges-Zeig can be described as looking through the prism of a kaleidoscope. As the observer looks through the “eye” of this ingenious instrument filled with bit pieces of glass, colorful beads, and many-shaped pebbles, sunlight penetrating through the lenses at the other end elicits a colorful pattern of shapes and forms. The result is intriguing and pleasing to the eyes.

Jeffrey Zeig, PhD., founder and director since 1979 of The Milton H. Erickson Foundation, in Phoenix, Arizona, is renowned worldwide for his far-reaching vision, his teaching skills, and organizational genius. He is the architect and organizer of the awe-inspiring *Evolution of Psychotherapy* Conferences presented every four or five years, since 1985, as well as of three others, equally impressive conceptually, the *Brief Therapy* Conferences (presented every two years); the annual *Couples Conference*; and the *International Congresses on Ericksonian Approaches to Hypnosis and Psychotherapy* (every three years, since 1980)<sup>1</sup>.

Lilian Borges-Zeig, MA, LPC, is in private practice in Phoenix. She conducts seminars and workshops on Ericksonian hypnosis, brief therapy, and couples therapy in the United States and internationally. In addition to a busy family life, she also teaches the Foundation’s Intensive Training Program. Brazilian-born Lilian amalgamates a comprehensive, all-inclusive multicultural lens into her clinical practice and teaching, whether in English, Spanish, or Portuguese.

Lilian and Jeff first met in 1993 and then in 1994 when he came to Belo Horizonte, Brazil, to train professionals in Ericksonian Hypnosis at the invitation of Angela Cota and José Augusto Mendonça, who afterwards established an Institute (1995). “Since I was an instructor at the Institute and since I was one of the therapists fluent in English,” Lilian explains, “I was assigned to pick up Jeff at the airport, to drive him to the hotel, and to accompany him to dinners with the directors



and faculty. Subsequently, I went through all my hypnosis and brief therapy training with Jeff and other neo-Ericksonians who came to Brazil: Stephen Gilligan, Stephen Lankton, and Ernest Rossi, to name a few.”

What began as friendship a few years before became a steady, romantic relation by 1999. After three years of a long distance relationship, they decided to marry. Both had been married before and each had a daughter from the previous marriage. In 2001, Lilian moved to Phoenix with her 15 year-old daughter, Amanda, to be with Jeff and his 17 year-old daughter, Nicole. They started the arduous process of blending a family with two teenagers. Lilian continues, “After a great deal of family adjustments, immigration challenges, and some other considerable family difficulties we got married in August 2003, in our own home, near Squaw Peak. We married, surrounded by close friends. It was high summer in Phoenix and the air conditioning unit broke down. It was a *hot* wedding... I can say that, for sure!”

The idea that the partnership would also be a professional one was at the forefront for both. They agreed collaboration and cooperation would guide their way. Jeff had his own vision and plans, yet knew how meaningful Lilian’s career was to her. As she says, “I dedicated my whole life to having a career, to being a professional. It is important to me”.

Jeff gives an example of the many dimensions of their work: “One of the ways that we teach together is through Master Classes. In essence, the Master Class is a hands-on, in-depth learning experience in which the attendees can

grow, develop, and polish their therapist skills. We have a maximum of twelve students who are with us for four days. Each student participates in four roles: 1) as demonstration-patient to us, the instructors, and his/her therapists; 2) as therapist to a peer-client under peer supervision and our supervision; 3) as patient to peer-therapist under our supervision; and 4) as supervisor to peer therapist-client.”<sup>2</sup>

During past few years the Zeigs have taught Master Classes together in many settings: Singapore, Hong Kong, Spain, France, Belgium, as well as in New York. In Phoenix, they have been offering this exceptional experience in the home and office of Dr. Erickson, now part of the historic patrimony of The Milton H. Erickson Foundation. In teaching, they feel comfortable with each other’s style and agree that they complement each other quite well, enhancing each other’s performance. Lilian, after training for so many years with Jeff, learning his techniques, and studying his books, says that she can almost “see and hear” in advance when he is going to utilize an anecdote, a joke, or a vignette. She also feels reassured to have him be there for her: “If I forget something, Jeff picks up the speed for me and helps me”.

Both have different strengths and can build successfully on each of them, complementing each other along the way. Lilian describes herself as more spiritually-focused<sup>3</sup> and more direct in her approaches, more experiential, as well as multi-culturally oriented. Jeff adds: “And more heart-centered!” “That is true”, she confirms. She experiences Jeff as more indirect, more expressive and more dramatic, designing and creating greater impact in his interventions. “And... yes”, continues Lilian, “he is so strategic, so masterful, oh... so masterful in his use of hypnotic methods. He takes the lead, as far as the initial assessment and jumps into action... allowing me to just sit back, to observe the system, intervene later if necessary, or just let Jeff do a beautiful job!”

Another way they are “making

things happen” is through their *Therapist Sculpting* project. Jeff informs: “This is a technique we have revamped and innovated, which had been originally developed in the 70s by Bunny Duhl, Virginia Satir, and Peggy Papp, among others. We modernized it and brought it into the 21st Century.” The Zeigs teach the therapists, through these embodying techniques, to take on their role and through the sculpting *externalize* the patient strengths, their weaknesses, or their symptoms. Consequently, this representation provides patients an impactful visual experience. Lilian says she has successfully applied this technique with her chronically mentally ill patients: bipolar, borderline, suicidal, and the seriously depressed. “The interesting fact is that for many other kinds of patients, the effects of the visual representation and its impact linger on and bring forth, many times, ideas on how to solve their problems”.

Adding to their cart of professional partnership are the Intensive Training Programs, which take place in Phoenix three times a year<sup>4</sup>. Together with Brent B. Geary, PhD., Coordinator of the Intensive Training Programs, they offer Fundamental, Intermediate (Spring, Summer, and Fall), and Advanced (Summer) training to professionals from the United States and from many other countries in the world, “who are highly motivated and interested in learning Ericksonian hypnosis in depth” completes Jeff.

In addition to the joint teaching and training work, each has his/her own separate private practice, their own separate workshops, and separate international work. Lilian emphasizes her multilingual, multicultural skills, and her ability to work with cross-cultural clients and couples, “It is very important that they have someone who will understand their language and their culture, especially Latino individuals and couples”<sup>5</sup>. As to their writing plans and publishing together the Zeigs would like to have the actual chronological time and space between their busy schedules to write about their Therapist Sculpting methodologies, a dream they will accomplish some time into the future.

As to this couple’s problem-solving styles and how they have addressed everyday challenges, Jeff offers a delightful vignette: “Because we both are

See *POWER OF TWO* on next page



## POWER OF TWO

*continued from page 7*

well-versed in Ericksonian therapy we might choose to use metaphors in addressing problems. I can remember a metaphor Lilian used that was highly influential and effective, and stuck with me. One morning she came downstairs, took a look at the kitchen, and then said to me in her charming Brazilian accent ... "I think the 'kitchen fairy' is over-worked..." Jeff said: "She is right, the kitchen fairy already does a lot of work, and gosh ... who wants to give extra tasks to the already overworked kitchen fairy... Ever since then, when I come downstairs into the kitchen I am careful and make sure that when Lilian comes down, everything is in ship-shape... so the kitchen fairy does not need to do any extra work! That was an effective metaphor that really captured my attention, and changed my behavior."

Both Jeff and Lilian affirm that their marriage "is very good at tolerating differences in orientation." Jeff relates that in their leisure activities while she is more likely to be found reading non-fiction works he will be more interested in fiction. Lilian will be mostly interested in pursuing spiritually-oriented enterprises (she was recently on a four-week rigorous meditation endeavor in India), Jeff is more likely to be found playing bridge on the Internet with very serious challengers. "One other hobby that I have," says Jeff, "is to fly gliders. I fly gliders acrobatically... a relaxing activity that does not much interest Lilian..." (she laughs in the background, delighted and amused...).

Another inspiring hobby Jeff has taken up is playing the tin whistle (or the Irish penny whistle), an interest stimulated by his friend John Gottman.<sup>6</sup> He mentions that after decades of not playing any musical instrument he is now highly involved in learning to read music and playing. "Actually" he says with delight, "this practice has been highly instructive to me and has changed my teaching style. To experience the ways in which a simple tune can be embellished, has altered the way I understand hypnosis. Both music and hypnosis have structural similarities since both are based in changing people's perspectives, states, and emotions, particularly through using innuendo."

By studying the sophisticated but

subtle ways through which composers and their music embellish suggestive tunes and innuendos to express emotions, Jeff reports that he has been able to better understand Dr. Erickson's own sophisticated implications and innuendos in hypnotic work. Jeff will be delivering a keynote speech on "Beethoven and Erickson" at the 11th Congress in December, looking at the structural aspects of intended impact in the first few minutes of the Fifth Symphony, comparing this magnificent opus to Milton Erickson's own masterful therapeutic compositions.

Thank you, Jeff and Lilian, for role-modeling to the Ericksonian world your personal and professional partnership, as you conceive, create, sculpt and chisel your teachings, your therapeutic practice, your family life, and your marriage -- a never-ending and all-rewarding task.

*Some day, after we have mastered the waves, the tides, and gravity, we shall harness for God the energies of love. Then, for the second time in the history of the world, [humans] will have discovered fire.*

-- Pierre Teilhard de Chardin

<sup>1</sup> See Zeig's personal reflections on the history of the First International Congress in: The Milton H. Erickson Foundation Newsletter, Vol. 31, n° 2 (Summer 2011); p. 13. For further information consult the 11th Congress Sylabus: [www.erickson-foundation.org](http://www.erickson-foundation.org)

<sup>2</sup> See Master Class at: [www.erickson-foundation.org](http://www.erickson-foundation.org)

<sup>3</sup> Further information: "In the Spirit of Therapy – Lilian Borges-Zeig" by John Lentz, D.Min. The MHE Foundation Newsletter, Vol. 31, n° 1 (Spring 2011); p. 6.

<sup>4</sup> For details on the Intensive Training go to: [www.erickson-foundation.org](http://www.erickson-foundation.org)

<sup>5</sup> For specifics on each, see: [www.JeffreyZeig.com](http://www.JeffreyZeig.com) and [www.LilianBorgesZeig.com](http://www.LilianBorgesZeig.com)

<sup>6</sup> This end blown, six-holed, small flute-like woodwind instrument also called the English Flageolet, can be found in many cultures. It is similar to the recorder, native flutes, also originally associated with Celtic music. In: [http://en.wikipedia.org/wiki/Tin\\_whistle](http://en.wikipedia.org/wiki/Tin_whistle)

Mark your new 2012 calendars with these dates: December 6-9

# brief therapy

LASTING SOLUTIONS



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ELLYN BADER  
JON CARLSON  
FRANK DATTILIO  
ROBERT DILTS  
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STEVE FRANKEL  
STEPHEN GILLIGAN  
ROBERT GREENBERG  
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# CALL FOR PROPOSALS

## BRIEF THERAPY CONFERENCE

December 6-9, 2012 San Francisco, California

### PRESENTATION COVER SHEET

The Milton H. Erickson Foundation is calling for proposals for the **2012 Brief Therapy Conference**. Those interested in presenting a Solicited Short Course on the topic of short-term therapy methods (or closely related area), may submit **(1)** a 200-word presentation summary, **(2)** a 50 word abstract, **(3)** two educational objectives, **(4)** two true/false questions to be used for continuing education purposes and **(5)** curriculum vitae of all presenters in your program. **Two** copies of each submission, except CVs, should be included in your packet. Send only **one** CV for each presenter. Preference will be given to proposals that address the theme "*Brief Therapy: Lasting Solutions.*" **Due to limited space in the program, please submit only one proposal per presenter.**

There will be 16 concurrent Solicited Short Courses with one and a half hours allotted for each Short Course on Wednesday, December 5, 2012 from 3:15-4:30 PM and 4:45-6:00 PM. Short Course faculty receive complementary registration for the Conference, but pay their own expenses for food and lodging.

1) Individual submitting proposal: (All correspondence will be sent to this address)

Name \_\_\_\_\_ Degree \_\_\_\_\_  
 University where highest degree was earned \_\_\_\_\_ Major \_\_\_\_\_  
 Professional License # \_\_\_\_\_ State \_\_\_\_\_  
 Address \_\_\_\_\_  
 City/State/Zip/Country \_\_\_\_\_  
 Daytime Telephone \_\_\_\_\_ e-mail address \_\_\_\_\_

2) Names, Addresses and Degrees of copresenters (if any)

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**Note:** All presenters MUST meet the Erickson Foundation's academic requirements of a master's degree or above from an accredited institution in a health-related field. Full-time graduate students enrolled in accredited programs also may present. Graduate students must submit a letter on letterhead stationery from their department certifying full-time student status.

3) Title of Presentation:

4) **Audiovisual equipment required:**  LCD projector  Computer sound ties  No AV equipment needed

**Note: No other AV equipment can be provided. Presenters must bring their own laptop computers for PowerPoint or DVD presentations.** Please supply your own Mac to VGA video adapter, if using a Mac laptop.

Enclosure Checklist: (SEND AN ORIGINAL AND 2 COPIES) Attach this cover sheet to the original. The two copies should contain **ONLY THE TITLE** because the review process will be blind. Please **do not** include names on the two copies.

- 200 word presentation summary
- 50-75 word abstract (for publication in the program and syllabus)
- Educational Objectives (minimum of two objectives). Objectives state the performance, conditions under which performance is to occur and/or the criteria of acceptable performance for overt, specific skills to be gained by attendees at the end of the course. Your objectives should state what the learner can expect to achieve after the course of instruction, e.g. 1) Write four diagnostic criteria to identify the borderline patient; 2) State three cognitive therapy techniques that could be used with a subject with depression.
- Two true/false questions to be used for continuing education purposes
- Curriculum vitae of all presenters (One copy only)

If my proposal is accepted and placed on the program, I will be present at the Conference.

Signature \_\_\_\_\_ Date \_\_\_\_\_

**DEADLINE: Proposals must be postmarked by January 27, 2012. Acceptance or rejection will be sent by March 16, 2012.**

Mail proposals to: The Milton H. Erickson Foundation, Inc.  
 2012 Brief Therapy Conference Short Course Committee  
 3606 N. 24th Street, Phoenix, AZ 85016-6500 USA

**Only a limited number of proposals can be accepted. Please submit early.**

# INTRODUCING THE INSTITUTES

## *Celebrating the Contributions of Mexican Institutes to the Evolution of Ericksonian Psychotherapy in Mexico*

By Marilia Baker & Cecilia Fabre<sup>1</sup>

The establishment in 1989, by Teresa Robles Ph.D. and Jorge Abia, M.D., of the first Milton H. Erickson Institute in Mexico, followed by another one in Guadalajara by Ricardo Figueroa, M.S. and Juan Francisco Ramirez in 1991, opened the way to significant dissemination, expansion, and growth of Ericksonian approaches to hypnosis and psychotherapy in this vibrant country of 113 million. Today, 22 years later, there are more than 20 Institutes in Mexico, many with satellite educational centers to facilitate dissemination of research and training. There are institutes, training sites, campuses or educational centers throughout La Paz, Baja California and Hermosillo on the country's northwestern coast. The northernmost cities of Tijuana, Mexicali, Monterrey, and Chihuahua also house active Erickson Institutes. Likewise, the country's heartland hosts institutes or training sites in Torreón, Morelia, Leon, Guanajuato, Guadalajara, Queretaro, Oaxaca, Xalapa, Veracruz, Puebla, Aguascalientes, San Luis de Potosi, Cuernavaca, Texcoco, Lomas Verdes, and Nezahualcoyotl. From Tuxtla Gutierrez, Chiapas in the southwest to Mérida and Cancún in the Yucatán Peninsula, México encompasses the largest number of licensed Milton H. Erickson Institutes in the world. The Ericksonian philosophy, its methodology, and clinical approaches to hypnosis and psychotherapy have found a solid home in the heart of the Mexican people.

This 11th Congress issue of *Introducing the Institutes* wishes to celebrate the pioneering spirit and indefatigable efforts of Teresa Robles to disseminate Dr. Erickson's lifework in her own country, in Latin America and in Europe. We also wish to recognize the remarkable contributions of many other Ericksonians including Jorge Abia, Marcelo Alvarez and Yolanda Aguirre, Luis Manuel Alcocer, Juan Ramón Beltrán, Marta Campillo, Ruperto Charles, Cecilia Fabre, Martha Eve Sandoval, and especially Ricardo Figueroa who through their steadfast

dedication to the spirit of Milton H. Erickson have contributed enormously to the development and evolution of Ericksonian approaches in México. Throughout the years this newsletter has been featuring the phenomenal work disseminated by these esteemed colleagues and former students of *Centro Ericksoniano de México* who established their own institutes. We thank and honor all of them, too many to mention.<sup>2</sup>

Since 1989 health and behavioral health professionals have witnessed the enriching expansion of Ericksonian methods in Mexico. Ericksonian hypnosis achieved a highly respected place among these professionals. A significant, critical moment for Teresa Robles, during the first years of implementing hypnosis, is worth repeating. During these incipient times, Robles found out that she herself had to undergo gall bladder surgery. Feeling strongly that she should be congruent with her beliefs about hypnosis, and with full trust in the Ericksonian techniques she had at hand, Robles decided to undergo her surgery without chemical anesthesia. She then enlisted Jorge Abia, who enthusiastically accepted the challenge to assist her solely with hypnosis during surgery. The operation was a success.

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*Our belief is that Ericksonian psychotherapy contributes significantly to the development of human potential and to a better world for all.*

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This success led to many others. Robles expanded her training within Mexico and Latin America, Europe, and the U.S. The publication of several books in Spanish was eventually translated into Portuguese, French, Italian and English, including *Concert for Four Hemispheres in Psychotherapy* (1995) where the basis for a fully Neo-Latin hypnotic language was created<sup>3</sup>. This represented a significant contri-



*Teresa Robles and directors & representatives of Grupo CEM, Centro Ericksoniano de Mexico.*

butión - revolutionary even - to Ericksonian methodologies in the Western world.

In 1999, Robles established the *Centro Ericksoniano de Mexico*, which was created to encompass broader concepts and themes within the Ericksonian methodological umbrella. Teresa's vision was that of serving communities

Zeig and Betty Alice Erickson from the U.S., representing the original source of Dr. Erickson's teachings. Among others were Marilia Baker, Sofia Bauer, Patrick Bellet, Consuelo Casula, Angela Cota, Cristina Cota, Ricardo Feix, Regina Nohra, Eduardo Penido, Wilma Sponti, Claude Virot, and Lilian Borges-Zeig. In addition, works by these authors, as well as Dan Short and Roxanna Erickson-Klein, were also translated into Spanish and published by Alom Editores, the publishing arm of *Centro Ericksoniano de Mexico*.<sup>4</sup>

Simultaneously, several Mexican Institutes were being established, mostly by former students of *Centro Ericksoniano de México*, significantly expanding Ericksonian approaches to hypnosis and psychotherapy throughout the country. Founding directors of Institutes have commented with enthusiasm about this expansion:

Marcelo Alvarez, MD, Director of the MHEI of Nezahualc6yotl writes, "Our Institute has trained several generations of therapists in Ericksonian approaches since 2004. Most fundamentally, we have contributed to the

in a manner that led to well-rounded, fulfilled individuals, couples, and families, experiencing *bienestar* integral, embracing happiness, collaboration, and expressing their emotions constructively. Another cornerstone was to further refine the concept of tailoring treatment toward the Mexican language and culture - and to the Latin culture in general. To that end, Latin American and European professionals were invited to México, as well as Jeff

*See INSTITUTES on next page*



dissemination and knowledge of Dr. Erickson's philosophy of life and life-work in academic forums."

Martha Eve Sandoval, MA, Director of the Campus Morelia, *Centro Ericksoniano de México*, "Through our work with Centro Ericksoniano de México we have generated a great deal of interest from colleagues – regardless of therapeutic schools they follow - and students alike, eager to learn about Milton Erickson's methodologies. We have offered training to professionals and provided clinical work to the general population so as to improve their quality of life and their outlook on life. Our belief is that Ericksonian psychotherapy contributes significantly to the development of human potential and to a better world for all."

Matilde Cervantes, MA, director of *Centro Ericksoniano de La Paz* agrees with her colleagues and adds, "Our In-

stitute has achieved collaboration and signed agreements with many cultural organizations in Baja California such as the *Instituto Sudcaliforniano de Cultura*, and with several national and international organizations such as the United Nations. We have also offered training in Ericksonian hypnosis and psychotherapy by distinguished national and international colleagues, Teresa Robles, Consuelo Casula and Marilia Baker among them."

Fernanda Medina, MA, director of the MHEI of Puebla, summarizes the thoughts of her many director counterparts by specifically honoring the role Teresa Robles has had throughout the years. She says: "Ericksonian psychotherapy arrived in México through the unwavering determination of Dr. Robles. It arrived to stay forever in the hearts and minds of the Mexican people. We are thankful to Milton H. Erickson and for all that he contributed to

hypnosis and psychotherapy, and to a philosophy of life that enriches the emotional health of individuals, families, and communities. We are thankful to Teresa Robles for having united her heart and mind to Dr. Erickson's heart and mind in order to bring inner peace to individuals and families who seek it, therefore building a better world for all of us"<sup>5</sup>.

*México is a great country, of immense vastness*

*It is rich in colors, flavors, and many languages*

*It is rich in contrasts and contradictions*

*And it is a rich cauldron welcoming all races!*

— Fernanda Medina

<sup>1</sup> We wish to thank Fernanda Medina, MA, director of the MHE Insti-

tute of Puebla, who kindly contributed to the writing of an earlier version in Spanish.

<sup>2</sup> Please see the Foundation webpage for list of Mexican Institutes at [www.erickson-foundation.org](http://www.erickson-foundation.org)

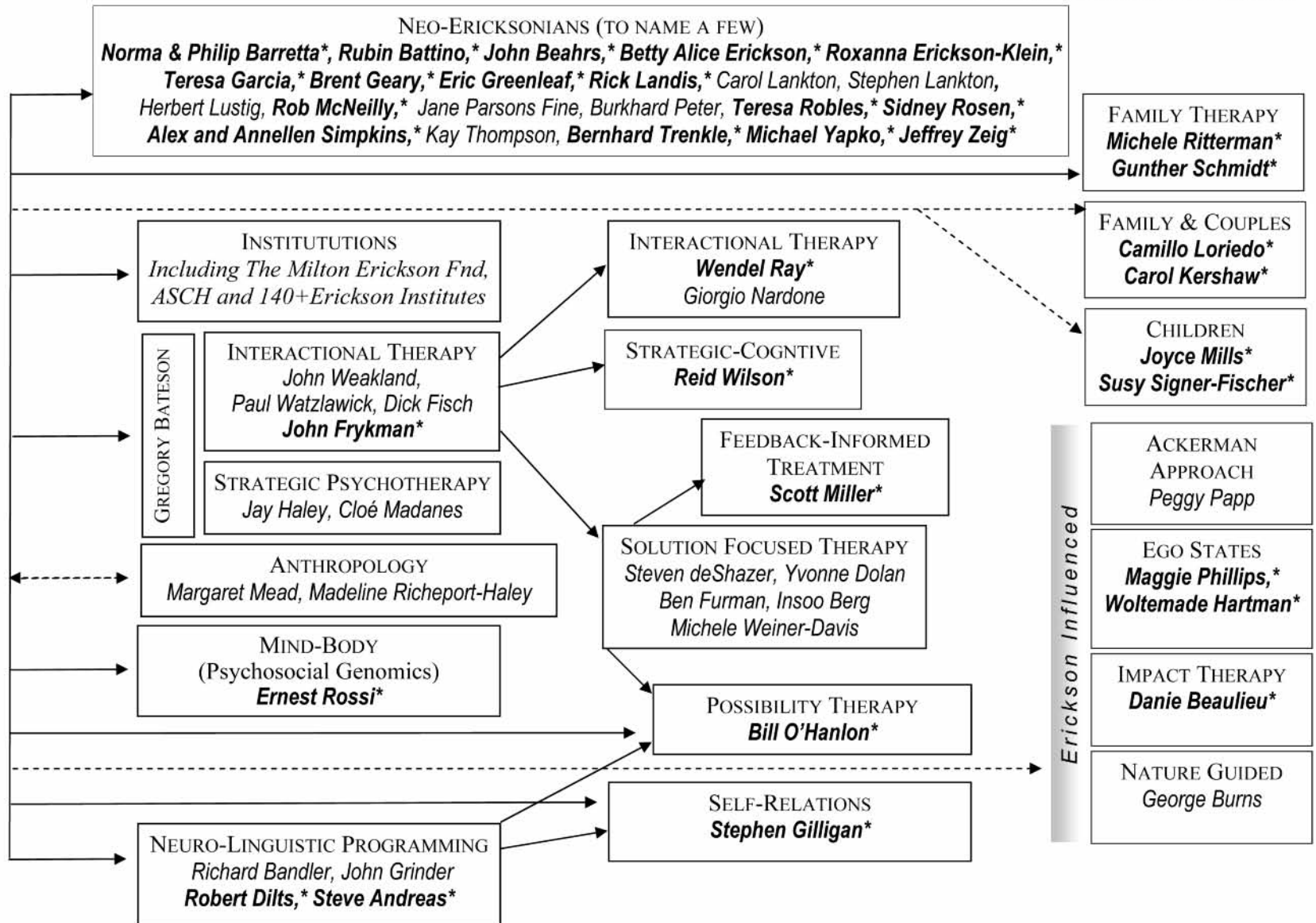
<sup>3</sup> The term Neo-Latin languages, also known as Romance languages refer to the four main languages spoken in the modern world: Italian, French, Spanish, and Portuguese.

<sup>4</sup> Please consult: [www.grupocecm.edu.mx/alom/libros\\_ingles.htm](http://www.grupocecm.edu.mx/alom/libros_ingles.htm)

<sup>5</sup> For further information go to Centro Ericksoniano de México at: [www.hipnosis.com.mx](http://www.hipnosis.com.mx)

**MILTON ERICKSON**

**\*Presenters at this year's Congress**



# HISTORICAL TIMES

## Don D. Jackson Archives

### A Treasure Trove for MFT Scholars and Researchers

By Keli Jacobi and Wendel A. Ray<sup>1</sup>

It is estimated that almost two million people are now receiving treatment from a marriage and family therapist. These therapists enrich lives frequently using an approach established over 60 years ago by renowned psychiatrist Don D. Jackson and his team of researchers at the Mental Research Institute (MRI) in Palo Alto, Calif.

But before becoming professionals, every therapist starts as a student. And for more than twenty years, Marriage and Family Therapist (MFT) doctoral students from around the globe, and others seeking background on Jackson's groundbreaking work, have been able to delve into a virtual treasure trove of historical documents using the Don D. Jackson Archive, housed at the University of Louisiana at Monroe (ULM).

Thousands of original audio recordings, video recordings, and original paper documents, including unpublished materials from numerous completed research projects compete to fill the space in a humble, but inviting room, located on the first floor of ULM's Strauss Hall on the University of Louisiana at Monroe Campus. Hundreds of rare photographs, first edition books and original articles also fill the space. At the center of this vast array of primary and secondary sources – a joint research project of the Mental Research Institute (MRI) at Palo Alto and the University of Louisiana at Monroe (ULM) – is Archive Founder and Director Dr. Wendel Ray, who joined the ULM Marriage and Family Therapy faculty in January 1990.

"As a working archive, rare documents are constantly being preserved and duplicated in digital format, and used as the basis for publishing and research," said Ray, glancing over the prized collection on a recent afternoon. "Our graduate assistants stay immersed in work that is never fully done."

Significant materials from other leading family and brief theorists and

therapists, including Milton H. Erickson, Gregory Bateson, Virginia Satir, Gianfranco Cecchin, Carl Whitaker, R. D. Laing, Heinz von Foerster, Bradford P. Keeney, Steve de Shazer and others, have also found a home in the Jackson Archive. The Archive covers the work of the MRI Brief Therapy Center, as well as the history of Gregory Bateson's Research Team and MRI's early investigators.

These materials provide doctoral students and other scholars of communication / interactional / cybernetic theory, family theory and therapy, and brief therapy, such historical scope and depth that it has supported the work of 20 dissertations; 12 at ULM and addi-



Wendel Ray, Ph.D. in the archives.

tional dissertations by researchers at universities including Harvard, Virginia Tech, Syracuse and Nova Southeastern, all seeking to find their own Rosetta Stone to the growing Marriage and Family Therapy field.

"Students studying system theory applied in the behavioral sciences, counseling, marriage and family therapy, social work, and other related fields have benefitted from the material offered here," said Ray. "We support students' and others' efforts in preparing assignments, competing assignments, writing articles and books and completing dissertations."

Just how important was Jackson to the MFT profession? So important that he has been compared to the Scottish inventor James Watts, who revolutionized the steam engine in such a positive way that others could only hope to refine it. In similar fashion, Jackson es-

tablished a therapeutic discipline that others continue to refine, and like the newly mechanized steam engine of the Industrial Revolution, Jackson's work was a complete paradigm shift in the 1950s, way ahead of its time.

Researchers and MFT scholars may principally thank John H. Weakland for the survival of these original materials that record the founding of the Marriage and Family profession, which a journalist coined "one of the best careers of 2011" in a recent U.S. News and World Report article. Weakland, the first person Gregory Bateson asked to join him when he formed his now-famous research team, was also among the first to be asked by Jackson to join him when the MRI was established. The original research team included Gregory Bateson, Don Jackson, Jay Haley, John Weakland, and William Fry.

"Weakland had the foresight to pre-

members of the Palo Alto Group. Soon thereafter, Weakland encouraged Ray to formally create an archive to assure adequate preservation of the surviving materials from the Bateson Research team. Over the course of the last 20 years the numerous unorganized and unlabelled boxes of materials stored in the basement at MRI were moved to Strauss Hall at ULM, a facility that offered better climate control and where Ray is based.

The expansion of documents and expenses incurred by operating the Jackson Archive is funded primarily through private donations and other external funding sources, and by the ULM College of Education through provision of space, equipment and Graduate Assistants, according to Ray.

"As materials are preserved and placed in modern digital format a master copy of each of the preserved documents is returned to MRI where they are housed in a collection," he said. "A duplicate master of the entire collection of the preserved materials is retained at ULM."

Ray said the long-term goal is to have the entire archive available to researchers, scholars and practitioners. Efforts are also underway to make these materials more widely available in published form; a complex endeavor due to confidentiality issues, he said.

For information and controlled access to the Jackson Archive Project, contact Wendel A. Ray, Ph.D., at the ULM Marriage and Family Therapy Program, at [ray@ulm.edu](mailto:ray@ulm.edu).

<sup>1</sup> Former journalist Keli Jacobi is pursuing a Master of Arts in History at the University of Louisiana at Monroe and was recently published in *Southern Studies: An Interdisciplinary Journal of the South*. She works in the ULM Office of University Relations and is an award-winning feature writer.

Wendel Ray, Ph.D., is a Senior Research Fellow at the Mental Research Institute (MRI), and Professor of Family System Theory in the Marriage & Family Therapy Program(s) at the University of Louisiana at Monroe (ULM). His knowledge of the contributions of Don Jackson and other members of the Palo Alto Group, along with frequent trips around the world presenting research about System Theory, has provided excellent material for the many students he has taught through the years.

serve numerous reel-to-reel recordings, written documents, and films from the Bateson Team era and from the pioneering work completed at the MRI," said Ray. "These collections constitute two of the most important sets of materials housed in the archive."

It was in 1987 that Ray first began regular visits to the MRI to train in Brief Therapy and study the work of Don Jackson, who was also the subject of Ray's doctoral dissertation.

Using an ancient, portable reel-to-reel tape player, Ray spent countless hours in the dank MRI basement organizing and studying audio and film recordings of clinical interviews made by these early researchers, when the MFT field was barely in its infancy. Ray also reviewed hundreds of published and unpublished materials and conducted multiple interviews with all living associates of Jackson and other



## *Pinching Time: Preserving Erickson's Essence*

*Visitors who sign the guest book provide perspective: One guest from Ohio said, "A memorable moment; it has been like a pilgrimage to the home of 'Mr. Hypnosis.'"*

A museum is in the making; its intent is to pinch time from the life of Dr. Milton Erickson and his wife Elizabeth. The phrase "pinching time" refers to capturing a moment as it is happening, and freezing the essence of it within your mind. Both powerful and playful moments occurred in the Erickson home and the Foundation is committed to creating a historical/experiential museum within the home so all who have an interest can re-live the essence of the master teacher.

In her will, Mrs. Erickson made a provision for the Foundation to purchase the Erickson home, which consists of both his office and living quarters. If you have not yet had a chance to see Dr. Erickson's office or his home at 1201 E. Hayward Ave. in Phoenix, where he lived and worked during the last decade of his life, you are in for a treat!

Visitors who sign the guest book provide perspective: One guest from Ohio said, "A memorable moment; it has been like a pilgrimage to the home of 'Mr. Hypnosis.' Dr. Erickson is, and will forever be, what a psychiatrist (as an ideal) should be." A Japanese visitor to the home wrote, "What a place to wander about. What a space to wonder around. This visit is like an open invitation to my unconscious to play with my heart and mind." Visitors experience a range of deep emotions unique to each individual.

Currently, the Erickson children are in the process of recovering special items that were in the home during the years their parents resided there, and they are returning those items to the Foundation where we will reintroduce them into the home. Stephanie McBride-Schreiner, a historian, editor and Ph.D. candidate, has been interning with the Foundation to develop plans for the museum. The Foundation will be making application to the City of Phoenix for a historical building permit that, if secured, will provide minimal funding for physical upkeep. Finally, at the 11th International Erickson Congress, Foundation friends from around the world will bring special items of Dr. Erickson's to donate at a ceremony acknowledging the museum.

Please help the Foundation establish the museum. Visit our website [www.erickson-foundation.org](http://www.erickson-foundation.org) to make a secure donation online or mail your gift to Foundation headquarters.

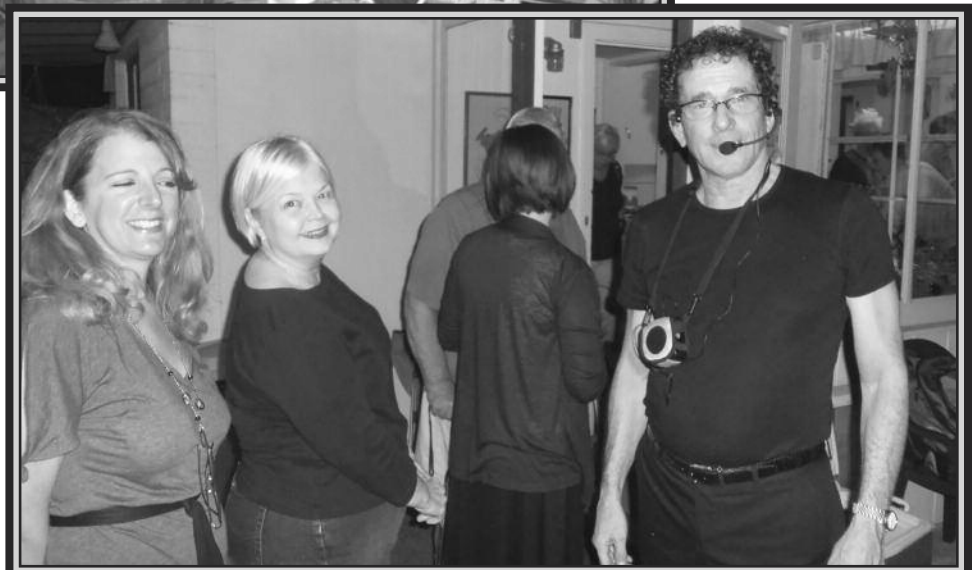
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*Pictured is Jeffrey Zeig, PhD, and co-director of the Milton Erickson Foundation, discussing the life and ideas of Milton Erickson at the Erickson's Hayward House on the evening of October 25, 2011. The event was hosted by Spirit of the Senses' Salons.*



*Dr. Zeig shares stories of Dr. Erickson with guests seated in the kitchen and family room of the Erickson's home. Visitors to our new museum will have opportunities for these types of experiences.*



*Zeig, mingling with Salon guests in the backyard of the Hayward House.*

# A Global Center of Excellence in Psychotherapy

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Since the mid-70s, when students of Milton H. Erickson made a commitment to carry on his legacy and teachings, no undertaking has been as large as the one the Foundation is developing today. We are launching a Capital Campaign to create a global Center of Excellence (COE) in psychotherapy with Ericksonian methodology as its foundation.

This Center of Excellence will provide a new facility for Foundation operations, expand and improve our precious archives, provide opportunities for additional educational workshops, and establish an amazing museum in the home of the late Dr. Erickson. The COE will be a global destination for practitioners of Ericksonian methods, graduate students seeking to access archival material on all aspects of psychotherapy, international institute leaders and members, and local Phoenix behavioral health professionals interested in furthering the work of the Foundation. It also will be home to the Foundation Press.

Many of you receive our Newsletter, visit our website, attend our conferences, and support the advancement of the Foundation's mission by simply utilizing Erickson's teachings in your own practice. Now you have an opportunity to become a member of a significant historical event.

The Foundation has operated from modest headquarters in adjoining 1940s bungalows for more years than most remember. We recently acquired an easily accessible office facility. This building, called the "Erickson Building" will be the new home for the global center of excellence in psychotherapy. Our operations staff, a small, dedicated group of ten people, are overseeing the remodeling of the Erickson Building to become an amazing gathering place and repository.

The costs for both the center where we will house our archives and offer additional educational opportunities, as well as the costs for establishing a museum in the Erickson home, are significant. We seek your financial support to create a new phase in the history of advancing Dr. Erickson's work.

To become a Founding Member please donate only \$500. Your name will be inscribed on the Founding Members' Wall of Honor, displayed prominently in our new building; you'll also receive an invitation to a VIP reception in the new building on May 22, 2012; and, you also will receive a handsome certificate of membership and appreciation.

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All donations are welcome, no matter the size. Legacy Circle members are offered naming opportunities. Our donation system will allow for regular monthly debits to your account if you would rather make your donation in increments.

Foundation Director and Founder, Jeffrey Zeig noted, "In the 30 year history of the Erickson Foundation, we have never asked for support. Many professionals have been influenced and inspired by Dr Erickson. This is a moment in which your support would help us to promote and expand Dr. Erickson's legacy."

Visit [www.erickson-foundation.org](http://www.erickson-foundation.org) to view a delightful video on Dr. Erickson and our new endeavor. You also will be able to make a secure online donation or you can complete the donation form in the Newsletter.

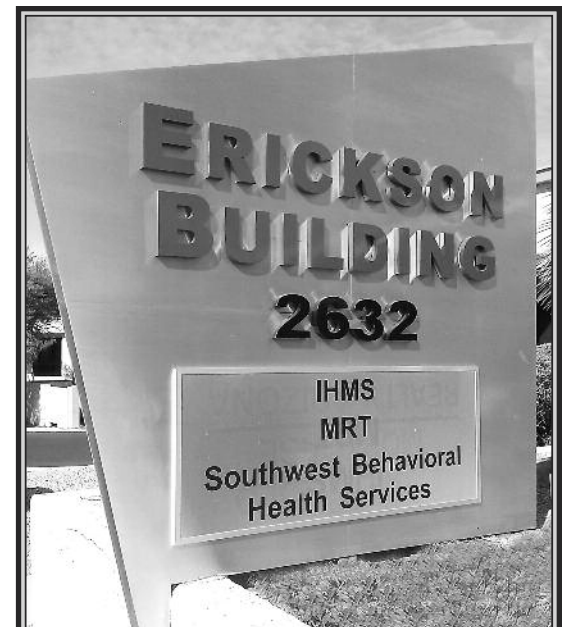
Call our executive director, Susan Kavanaugh, at 602-956-6196 with any questions you may have about your tax-deductible gifts.



*Interactive Applications Manager for the Foundation, Tristan Zimmerman, holds architectural renderings for re-design.*



*Two exterior shots of the new COE.*





## Milton H. Erickson Foundation and Esalen Institute

Two educational giants have teamed up to offer a series of workshops titled, "Ericksonian Hypnosis in Everyday Life." The Esalen Institute is a conference and retreat center in Big Sur, California. Nestled within the Santa Lucia Mountains, Esalen is known for its cliff-side natural hot springs and its blend of East/West philosophies, experiential workshops, and residential guests who include philosophers, scientists, psychologists, artists, and religious thinkers. Esalen is now hosting a series of seminars facilitated by some of the most respected names in Ericksonian training.

Alex and Annellen Simpkins began the series, in July, 2011. When asked about their experience, the Simpkins replied, "Set in the spectacular cliffs of Big Sur with majestic views wherever you look, this workshop was destined to be memorable, and truly, it was. From the first moment we drove onto the grounds, we were met with warmth and kindness. Everyone who works there seems to be involved in personal growth and a spiritual lifestyle. Even our housekeeper blessed our room after she finished readying it for us." The Simpkins' workshop, "Using Ericksonian Hypnosis to Foster Mind-Brain Change Naturally and Effortlessly," was conducted in the Huxley Room, which is fitting since Huxley had found his trance experiences with Erickson to be meaningful. This presentation was followed in September, 2011, with a course titled, "Accessing Your Unconscious Mind," by Betty Alice Erickson and Eric Greenleaf. Describing his experiences, Greenleaf responded that their workshop was conducted in a huge yurt overlooking the Pacific Ocean. Their 31 participants, from five countries, included lawyers, businesspeople, web designers, psychotherapists, teachers, physicians, Feldenkrais practitioners, two Olympic level athletes, and several Esalen staff members. According to Greenleaf, "Esalen is physically beautiful and the food was excellent."

An October 14-16, 2011 presentation was facilitated by Ernest and Kathryn Rossi, titled, "Permissive Suggestion and the Inner Search for Creative Resources." This will be followed January 20-22, 2012 with a presentation by Roxanna Erickson and Dan Short titled, "Hypnotic Suggestion and Everyday Communication." Then on March 9-11, 2012, Brent Geary will conduct a workshop, "Utilization and Strategic Problem Solving in Ericksonian Hypnosis and Psychotherapy." On June 8-10, 2012, Teresa Garcia will present "Two-Minute Metaphors." Each of these faculty, and others including Michael Hoyt, are being lined up for future workshops. For more information about this series, view the Esalen catalog online at [www.esalen.org/workshops/catalog.html](http://www.esalen.org/workshops/catalog.html)

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## UPCOMING TRAINING

DATE	TITLE / LOCATION / LEADER	CONTACTS
12/8-11	Eleventh International Congress on Ericksonian Approaches to Hypnosis and Psychotherapy / Phoenix, Ariz. / Invited Faculty	1.
<b>2012</b>		
1/12-15	Ericksonian Coaching / Sao Paulo, BRAZIL / Jeffrey K. Zeig, Ph.D.	2.
1/19-22	Intensive Supervision Workshop in Ericksonian Clinical Hypnotherapy - Master Class / New York City, NY / Zeig	3.
1/27-29	ASCH Approved Basic Hypnosis Training (20 CEUs) / Pacific Palisades, Calif. / Norma Barretta, PhD, Phil Barretta, MFT, Barbara Freedman, PsyD, MFT, David Gordon, Ph.D., Dyan Haspel-Johnson, PhD, Eleanor Haspel-Portner, PhD, Cye Hoffman, PhD, Ben Pomerantz, Ph.D., Randi Riffkind, PhD	4.
2/4-5	Ericksonian Hypnosis & Psychotherapy / Rome, ITALY / Zeig	5.
2/8-9	Ericksonian Hypnosis & Psychotherapy / Cologne, GERMANY / Zeig	6.
2/10-12	Ericksonian Hypnosis & Psychotherapy / Rottweil, GERMANY / Zeig	7.
2/20-24	Intensive Training in Ericksonian Approaches to Brief Hypnotic Psychotherapy - <i>Fundamental</i> / Phoenix, Ariz. / Brent Geary, Ph.D., Zeig, and Invited Presenters	1.
2/27-3/2	Intensive Training in Ericksonian Approaches to Brief Hypnotic Psychotherapy - <i>Intermediate</i> / Phoenix, Ariz. / Geary, Zeig, and Invited Presenters	1.
3/3-6	Brief Psychotherapy Master Class / Phoenix, Ariz. / Lilian Borges Zeig, LPC; Zeig	8.
3/9-12	Supervision training in Ericksonian Hypnosis (ongoing) / Guadalajara, MEXICO / Zeig	9.
3/23-25	ASCH Approved Intermediate Hypnosis Training (20 CEUs) / Pacific Palisades, Calif. / Gordon, Haspel-Johnson, Freedman, Haspel-Portner, Pomerantz, Karin Meiselman, PhD, Peter Stone, DDS	4.
4/6-7	Brief Therapy: Key Concepts in the Ericksonian Approach / Singapore / Zeig	10.
4/9-10	The Utilization of Ericksonian Methods in Couples and Family Therapy / Singapore / Zeig	10.
4/27-29	Couples Conference 2012: Attachment, Differentiation and Neuroscience in Couples Therapy / San Mateo, Calif. / Invited Faculty (see pg. 1)	1.
5/3-6	Intensive Supervision Workshop in Ericksonian Clinical Hypnotherapy - Master Class / New York City, NY / Zeig	3.
5/6	ASCH Approved Advanced Training: Hypnotic Approaches to Mind-Body Disorders and Anxiety: Integrating Psychodynamic and Buddhist Approaches to Growth and Healing (3.5 CEUs) / Pacific Palisades, Calif. / Charlene Williams, Ph.D.	4.
5/24-27	Brief Psychotherapy Master Class / Phoenix, Ariz. / Borges Zeig; Zeig	8.
6/6-10	Ericksonian Psychotherapy – Hypnotic Patterns / Guangzhou, CHINA / Zeig	10.
6/14-17	Ericksonian Psychotherapy – Hypnotic Patterns / Beijing, CHINA / Zeig	11.

7/9-13	Intensive Training in Ericksonian Approaches to Brief Hypnotic Psychotherapy - <i>Fundamental</i> / Phoenix, Ariz. / Geary, Zeig and Invited Presenters	1.
7/16-20	Intensive Training in Ericksonian Approaches to Brief Hypnotic Psychotherapy - <i>Intermediate</i> / Phoenix, Ariz. / Geary, Zeig, and Invited Presenters	1.
7/23-27	Intensive Training in Ericksonian Approaches to Brief Hypnotic Psychotherapy - <i>Advanced</i> / Phoenix, Ariz. / Geary, Zeig, and Invited Presenters	1.
7/28-31	Brief Psychotherapy Master Class / Phoenix, Ariz. / Borges Zeig; Zeig	8.
9/10-14	Intensive Training in Ericksonian Approaches to Brief Hypnotic Psychotherapy - <i>Fundamental</i> / Phoenix, Ariz. / Geary, Zeig and Invited Presenters	1.
9/17-21	Intensive Training in Ericksonian Approaches to Brief Hypnotic Psychotherapy - <i>Intermediate</i> / Phoenix, Ariz. / Geary, Zeig, and Invited Presenters	1.
10/2-5	Brief Therapy Conference: China / Beijing, CHINA / Invited Faculty	12.

### Contact Information:

- 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](mailto:office@erickson-foundation.org); Web, [www.erickson-foundation.org](http://www.erickson-foundation.org); Congress, [www.EricksonCongress.com](http://www.EricksonCongress.com); Master Class, [www.erickson-foundation.org/MasterClass](http://www.erickson-foundation.org/MasterClass)
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## CONFERENCE NOTES

**Space is still available!** The Milton H. Erickson Foundation, Inc. presents the *Eleventh International Congress on Ericksonian Approaches to Hypnosis and Psychotherapy*, December 8-11, 2011, at the Phoenix Hyatt Regency, Phoenix, Ariz. The Congress is co-sponsored by Southwest Behavioral Health Services. The Faculty include more than 50 presenters from around the globe. A Pre-Congress is offered on December 8 and a Post-Congress workshop will be offered on December 12 with Jeffrey Zeig and Michael Yapko entitled, *Advanced Hypnosis*. For complete information including the full Congress brochure visit: [www.EricksonCongress.com](http://www.EricksonCongress.com) or contact The Milton H. Erickson Foundation, 3606 N 24th Street, Phoenix, AZ 85016-6500; Tel, 602-956-6196; Fax, 602-956-0519; Email, [office@ericksonfoundation.org](mailto:office@ericksonfoundation.org)

The American Society of Clinical Hypnosis (ASCH) will hold their 54th Annual Scientific Meeting and Workshops, *Racing for the Finish Line: Closing the Mind-Body Gap*. The meeting will be held March 16-20, 2012, at the Westin Charlotte, Charlotte, NC. For more information contact ASCH, 140 N. Bloomingdale Rd., Bloomingdale, IL 60108; Tel, 630-980-4740; Fax, 630-351-8490; Email, [info@asch.net](mailto:info@asch.net) ; Web, [www.ASCH.net](http://www.ASCH.net)

Psychotherapy Networker will hold its 35th Annual Symposium 2012 – *Creating a New Wisdom: The Art & Science of Optimal Well-Being*, March 22-25, 2012, at the Omni Shoreham Hotel in Washington, D.C. Keynotes will be presented by Andrew Weil, Mary Pipher, and Daniel Siegel. The Symposium will explore brain science, mind/body health, and more. For complete information visit: <http://psychotherapynetworker.org/symposium/symposium-2012> ; or contact Psychotherapy Networker, 5135 MacArthur Boulevard N.W., Washington, D.C. 20016; Tel, 202-537-8950; Toll Free, 888-408-2452; Fax, 202-537-6869. To receive a brochure, email: [jforeman@psychnetworker.org](mailto:jforeman@psychnetworker.org)

The *Couples Conference: Attachment, Differentiation and Neuroscience in Couples Therapy* will be held April 27-29, 2012 at the San Mateo Marriott in San Mateo, California. Faculty include: Ellyn Bader, William J. Doherty, Helen Fisher, John Gottman, Rick Hanson, Harville Hendrix, Esther Perel, Stan Tatkin, and Scott Woolley. Steven J. Frankel will present the Law & Ethics Pre-Conference on Thursday, April 26, 2012. For complete information including online registration, the complete brochure and hotel accommodation, visit the Conference web site: [www.CouplesConference.com](http://www.CouplesConference.com)

*Brief Therapy: Lasting Solutions – China* will be held October 2-5, 2012, in Beijing, China. The Conference includes a large international faculty including Jeffrey Zeig, Reid Wilson, Stephen Gilligan, Maria Gomori, John Banmen, Esther Perel, Arthur Freeman, Tucker Feller, Vasu Hancock and many more. For preliminary information visit the Conference web site [www.ChinaBFC.net](http://www.ChinaBFC.net)

The 19th International Hypnosis Congress of the International Society of Hypnosis (ISH) originally scheduled for Melbourne, Australia, has been relocated to Bremen, Germany. It will be held October 17-21, 2012. Organizer for the Congress is Bernhard Trenkle, director of the Milton Erickson Institute Rottweil (Germany). For complete information visit the Congress Web site: <http://www.hypnosis-congress.com/> For Pre-registration information Email: [registration@hypnosis-congress.com](mailto:registration@hypnosis-congress.com).

Celebrating the 30 years, the German Society for Hypnosis and Hypnotherapy (DGH) will hold their 2012 Congress entitled, *Hypnose – das Tor zum Unbewussten*, November 15-18, 2012. The Congress will be held at the Best Western Park Hotel, Bad Lippspringe, Germany. For more information visit their web site: [www.dgh-hypnose.de](http://www.dgh-hypnose.de) . Office contact: Deutsche Gesellschaft für Hypnose und Hypnotherapie e.V., Daruper Str. 14, 48653 Coesfeld, Germany; Tel, 02541-88 07 60; Email, [DGH-Geschaeftsstelle@t-online.de](mailto:DGH-Geschaeftsstelle@t-online.de).

## BOOK REVIEW

### *Narrative Therapy Trauma Manual: A Principle-Based Approach*

By J. R. Stillman, LICSW

Casperson, LLC, Minneapolis, MN

2010

131 pages

ISBN 978-0-9828490-0-2

Reviewed by Rubin Battino, MS  
Yellow Springs, OH

This book is a primer on using Narrative Therapy with trauma which the author defines as, "... an experience or set of experiences that disconnects a person from what is known and familiar, and prevents a person from accessing knowledge that would help to counteract the effects. Trauma is a subjective experience

in which the severity of the individual event or the duration of multiple events has an individual impact" (p. xii). This definition is important to know when reading the book because it seems to me that this book is not about PTSD kinds of trauma since the author uses the word in a milder form of trouble or distress, as in "not acting or feeling like myself" (p. xii).

The book is divided into three major sections: Narrative Principles; Theoretical Support for Narrative Therapy and Trauma; and Stages of Therapy. Appendix A is an extensive set of questions tied to various topics in the book, and each is accompanied by "principle scale items" giving pro and con questions and comments for these topics. One of the hallmarks of Michael White's work (the author studied with White) was his brilliant use of questions to move a client along a path of personal discovery and change. Stillman's book is replete with examples of these questions, and this language usage is a major strength of the book. Connections with the client's world outside of therapy are explored and emphasized.

*See NARRATIVE on next page*





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## NARRATIVE

continued from page 18

Some of the basic “principles” elaborated upon are: narrative metaphor, positioning, subordinate story development, intentionality, identity proclamation, deconstruction, and personal agency. The “narrative metaphor” is the *story* people tell themselves and others to make meaning of events that have taken place in their lives. “Positioning” refers to the position or perspective of the therapist with respect to the client. The client is *not* the problem, but the problem is the problem. This leads to the concept of *externalization*, which removes the problem from the client and is something that they can examine together to discover how the problem influences the client’s life. There is a *controlling influence* that can be resisted and removed. Once the problem story is elicited it implies a *subordinate* and opposite story that can be enhanced. People’s stories are established individually and also in the community of others, and they proclaim these narratives continually to themselves and to individuals around them. “Deconstruction allows the person and therapist to look at the person’s narrative in a social, political, and cultural context. ... Deconstruction can happen on both a local and global cultural/societal level” (p. 43). Via questioning, the client can change perspective. *Personal agency* simply means that the client now has the power to make decisions about their life and act on one’s own behalf. In a way, people are continually working on making sense of the world, and the main way they do this is via a *narrative*.

A well-illustrated (with woodcuts) hiking metaphor is used throughout to expand on the themes in each chapter. The book could be improved by an index. Also, by including case studies it would be easier to obtain a good practical understanding about how the principles can be applied in practice.

Stillman’s book and its outstanding collection of questions will be of interest to those who are Narrative Therapy enthusiasts.



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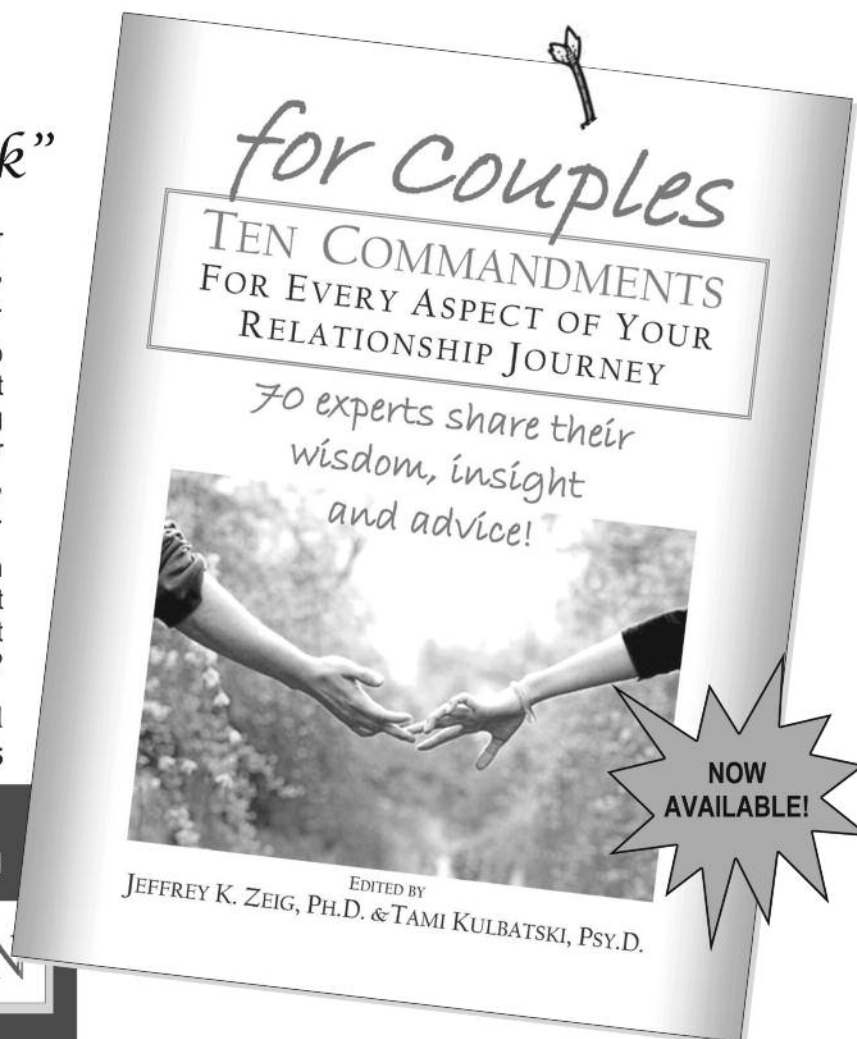
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# BOOK REVIEW

## *Narrative Practice: Continuing the Conversations*

By Michael White

W. W. Norton & Company  
2011

ISBN: 978-0-393-70692-5 (Hardcover)  
202 pages

Reviewed by Maria Escalante  
de Smith, MA  
Cedar Rapids, IA

*Narrative Practice. Continuing the Conversations* is a great book and a real legacy that Michael White left to the world. The introduction, written by David Epston, explains Epston's experience after Michael White passed away. This first part presents a meaningful letter that Epston wrote to White posthumously, in which he talks about a meeting they would have in Adelaide after several previous cancellations. The preface summarizes the book's contents including papers that were originally plenary addresses. White's descriptions of his work with a number of people are also included.

Part I: "General Therapeutic Considerations" includes five chapters. Here is a selection: Chapter I, "Bringing the World into Therapy and Subverting the Operations of Modern Power," emphasizes the development of therapeutic practices that deemphasize the voice of the therapist, and instead bring to the center some of the life skills of the client, as Erickson would do, to help people get in touch with their resources.

From time to time, our work brings us powerful, unsettling emotions and we lose awareness of them. Our forgotten emotions may become directed to our clients. Chapter 4, "Countertransference and Rich Story Development," provides encouragement for supervision and personal therapy to address our own issues.

Chapter 5, "The Resistances and Responsibility," offers a very interesting point of view regarding inappropriate ways the therapist could potentially proceed. For example, we may fail in our practice when we lack sensitivity to the cultural and ethnical contexts of people's lives, if our consciousness of politics and local culture

are limited, or when we want to impose our own understandings of life on our clients.

Part II: "Special Topics in Therapy," begins with anorexia. This section includes an interview with White in which he explains how to help people view their problem from a different level in order to distinguish where it begins and ends, and use metaphors.

Chapter 7, "The Responsibilities: Working with Men Who Have Perpetrated Violence," includes "starting assumptions" (p. 99), that men who perpetrate violence to construct their identity are sponsored by the discourses of men's culture. Therapists can invite men "to refer to their experiences of their world and what they have witnessed in relation to techniques and practices of domination" (p. 102). This chapter includes letters and exercises aimed at helping clients develop alternative behaviors and thoughts.

"Externalizing Responsibility," Chapter 8, explains how people can either develop or increase their sense of responsibility instead of diminishing it.


Efforts to directly address people's experiences of trauma are unproductive, often deleterious, and can contribute to experiences of re-traumatization. White's unique approach to treating trauma is covered in Chapter 9, "Narrative Responses to Traumatic Experience."

Chapter 10, "Engagements with Suicide" is about working with the friends, family, neighbors, and acquaintances of those who take their own lives. A conversation between White and Wendy, a mother whose son committed suicide, is worth reading.

Positivism, which proposes that it is possible to directly know the world and uncover the "truth" of the world, (p.150) is questioned in Chapter 11, "Couples Therapy." As an alternative, the author proposes post-positivism and deconstruction. By using questioning and externalization, the phenomena become multilayered, providing the couple with new insight.

Summarizing the contents of this book was not easy because of its richness and beauty; however, I really recommend it.

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## *Wise Mind, Open Mind: Finding Purpose and Meaning in times of Crisis, Loss, and Change*

By Ronald A. Alexander, PhD

2008

New Harbinger

ISBN: 978-1-57224-643-0

211 pages

## *Wise Mind, Open Heart: A Meditation Series on Mindfulness and Core Healing*

With Ronald A. Alexander, PhD

CD

2010

1 hour 8 minutes

[www.openmindtraining.com](http://www.openmindtraining.com)

## *Mindful Meditation for Creative Transformations*

With Ronald A. Alexander, PhD

CD

2010

1 hour 8 minutes

[www.openmindtraining.com](http://www.openmindtraining.com)

Reviewed by

C. Alexander Simpkins, PhD and Annellen M. Simpkins, PhD  
San Diego, California

*Open Heart, Open Mind*, book and CDs, presents a carefully detailed method that condenses the approach of a thoughtful therapist who works within the frame of reference of Buddhism and positive psychology. Ron Alexander counsels and inspires patients to cope well with the immediate concerns of their lives, let go of their fears, and then move towards their goals.

After the Foreword and introduction in the book, there are twelve chapters divided into four parts, which present the theory, practice, and application of his method of mindfulness meditation for creative transformation. Alexander believes the method can be followed by using a three-step formula: (1) Let go of resistance; (2) Tune in to your creative unconscious to experience open mind; and (3) Move forward with a practical plan for transformation. Alexander views his method as encouraging his clients to be creative with their lives through creating a mandala for themselves.

In the first part, after defining mindfulness as linking attention to awareness, he gives a rationale, teaches how to do it, and then instructs readers how to apply the practice. He includes a chapter on dispelling myths about mindfulness that can lead to resistance.

The second part is about letting go of negative things, such as unwholesome beliefs, self-judgments, and emotional pain. He deals with resistance and gives exercises for achieving insight into these issues as well as exercises to help overcome them.

The third part is about creativity, enhancing intuition, and managing moods. Alexander guides readers towards using their mindfulness practice as a resource for self-regulation, instead of relying on negative habits such as drugs. He urges readers to use their life experiences sensitively for inner transformation, and gives examples and exercises to help learn how to do this.

The fourth part explains how to use a journal for self-change, and demonstrates how to map out life change with an algorithm of concepts. Then he encourages the gathering and development for oneself of a personal wisdom council of peo-

ple to advise and help with decisions, sometimes just as a sounding board. Finally, Alexander counsels his readers to move forward in their lives with hope and faith, expecting life to have rhythms, and at times, manageable difficulties.

The CDs, available separately, are based on the method, and provide the important exercises used in the text to make the system your own. Each has eleven guided meditations.

The CD entitled *Wise Mind, Open Heart* is a systematic series of meditations for applying the method to general issues, such as becoming more comfortable, having better beliefs, getting over a relationship break-up, and developing a calm, open attitude toward life.

In the CD entitled *Mindful Meditations for Creative Transformations*, Alexander provides additional guided meditations for coping with moods and self-judgment, becoming more hopeful, and accepting imperfection. He encourages useful attitudes, such as being more satisfied and open minded, and to have more vitality. He includes an exercise to gain wisdom from an archetypal wise mentor. He even teaches how to support a friend or relative who is coping with death.

We liked Alexander's life message, which he presents with positive direct suggestion. We believe it will help many who can benefit from his clear structured system that incorporates mindfulness principles with instructional exercises to implement the concepts. We recommend it highly.

## **INTERVIEW** *continued from page 1*

ions are part of their biological fabric—this is who this person really is.

**PL:** Some biological studies now show that there is a percentage of people who are just not monogamous. It doesn't mean they can't be monogamous, but the likelihood and the impulse and the motivation to be monogamous just isn't there.

**HF:** I actually think people who have philandered all of their lives can find somebody whose personality suits them to such an extent that they lose the motivation to cheat. I believe we can change—but we need the appropriate motivations. People can also learn to act “out of character;” being someone they really aren't, but want to be.

**PL:** How did your interest in personality begin?

**HF:** I haven't studied personality until recently. I'm an identical twin and perhaps this formed my early interest in studying why we're all alike. As a result, most of my research has been directed toward understanding our common human nature—those aspects of humanity that we all share, such as feelings of passionate romantic love and deep attachment to a partner.

But six years ago, two days before Christmas in 2005, I got a phone call from somebody from Match.com, the Internet dating site. She asked me if I would come in and talk with them two days after Christmas. When I arrived I met with about eight of them, including the CEO. I was sort of amazed.

We started talking about dating, relationships and the brain. And in the middle of the day they asked me: Why do you fall in love with one person rather than another? I don't know, I said. Psychologists know that you tend to fall in love with somebody from your same socio-economic and ethnic background, those with the same general level of intelligence and good looks, and those with the same religious and social values. But you can walk into a room where everybody has your values and your background and the same degree of intelligence and good looks and you don't fall in love with all of them. So there's got to be more to it.

That afternoon, they invited me to design a new dating site with them, the sister site to Match.com, what has come to be called Chemistry.com. Oddly, I recall saying, "Are you sure you've got the right person? I study how we're all alike and you want to know why we're all different. But they had reached out to me at the right time. I had just finished my most recent book, and was looking for my next project.

So I got home, thought about it, and a few days later I sat down at an empty desk to think about what I might actually be able to say about personality. Soon, I pulled out a blank sheet of paper and wrote on the top of it: Dopamine. I study the dopamine system in the brain so I proceeded to write down the traits that I knew were linked

*See INTERVIEW on page 25*

## D V D R E V I E W

### *The Therapeutic Relationship, Individualized Treatment, and Other Keys to Successful Psychotherapy*

With John Norcross, PhD

1 hour 21 minutes  
2011

[www.Psychotherapy.net](http://www.Psychotherapy.net)

Reviewed by John D. Lentz, D. Min., Shepherdsville, KY

It is a pleasure to spend time in person with John Norcross and explore his useful, insightful analysis of the research about the therapeutic relationship and keys to successful therapy in this excellent DVD. Thankfully, moreover, Norcross's up beat, well-informed words of wisdom give you a sense of having a friend who cares about you and wants you and your clients to succeed. This DVD offers CEU's, although it is easily worthwhile even if you couldn't get credit.

Randy Wyatt, PhD, interviews Norcross for this DVD series by [www.psychotherapy.net](http://www.psychotherapy.net). Wyatt brings out the best in Norcross, showcasing his strengths though which Norcross presents practical information offered in his characteristically personable and likeable style. For example, Norcross talks about his parents in a way that helps you know why he likes teaching, writing and doing therapy so much. He discloses himself in ways that help you realize who he is so that you can identify with his background and affirm yourself and your unique style as well.

The DVD offers you the questions to ask your clients that collective research says helps you become a better therapist. Those questions also help you maintain a positive relationship with your clients by enhancing their sense of value in the process, while also eliciting useful information. Not only would this be an excellent DVD for students and folks beginning their service to others, but it offers tools to the seasoned clinician, and a gentle nudge to become a better therapist by using the offered methods.

Norcross delineates the importance of the therapeutic relationship. In addition, he points out that paying attention to what works can be tailored to the client in ways that affirm what good therapists know and sense. He offers what science suggests: how the relationship between the therapist and the client accounts for more success than we might have previously thought. His enthusiastic remarks leave you feeling affirmed while still inspiring you to want to be an even better therapist.

While stating clearly that research reveals some therapists are born and some are made, Norcross also tells you how to develop more empathy. He indicates how to pay attention to the "person" of the therapist. I was particularly impressed with how you can cultivate empathy, as well as how important it is to quickly repair ruptures between you and the client because those ruptures evoke a sense of miscommunication and can cost therapists and clients successful rapport. Repairing ruptures in the relationship improves trust, heighten effectiveness, and is crucial for retaining clients.

A 55-page manual accompanying this instructor's DVD includes suggestions for role-playing, discussion groups, a transcript of the interview, and actual role-plays to enhance your learning.

I enjoyed this DVD even though I have seen Norcross talk in person about these subjects on several occasions. His fresh way of thinking and his positive way of being with the viewer made watching this DVD something I will do several times. I will try out some of the suggestions offered in the accompanying manual.

## B O O K R E V I E W

### *Rational Emotive Behavior Therapy*

By Albert Ellis and Debbie Joffe Ellis

#### *Theories of Psychotherapy Series*

Jon Carlson and Matt Englar-Carlson,  
Series Editors

2011

154 pages

American Psychological Association  
978-1-4338-0961-3

Reviewed by

Annellen M. Simpkins, PhD &  
C. Alexander Simpkins, PhD  
San Diego, CA

Rational Emotive Behavior Therapy (REBT), created by Albert Ellis in 1955, has become a sine qua non for psychotherapy today. No matter what form of therapy you practice, you are likely to also help your clients alter their thinking as the Ellis's describe.

This book is part of APA's *Theories of Psychotherapy Series*, based on the idea that theories serve an important purpose in psychotherapy. REBT is the earliest cognitive therapy, which brought a revolutionary shift in psychological treatments. From the firm theoretical base of Ellis's REBT combined with the rigorous research of Beck's CBT which followed, we now partake in these effective methods that relieve suffering and bring real-life change relatively quickly.

Using Occam's razor, this book cuts to the core of Ellis's system. It clearly explains the fundamental principle, drawn from ancient Western philosophers, that we are the architects of our lives. REBT teaches how to apply rational principles that will foster a happy life and turn around an unhappy one. Thinking, feeling, and actions are all linked, so what and how we think has a considerable effect on what we feel and do. REBT uses these interactions to apply a multi-modal approach by changing cognitions, behaviors, and emotions.

A history in Chapter 2 chronicles the development of this extraordinary system plus some of the when, where, and how it emerged and flourished.

Then the theory is clearly presented in Chapter 3, with the principles of irrational thinking that people use to make themselves miserable. The Ellis's encourage a path to wellbeing, shared with Buddhism, of unconditional acceptance: Self-acceptance, other acceptance, and life acceptance. And they provide an ABC Theory of psychological effect: An activating event (A) leads to emotional and behavioral consequences (C) from belief systems (B). They also provide cognitive, emotional, and behavioral techniques for bringing these principles into practice.

Chapter 4 on the therapeutic process and primary change mechanisms is the longest. Included are systematic techniques, such as how to dispute rigid thoughts like, "I absolutely must do well at work and love because if I don't, I'm no good." We can almost see Albert Ellis wink as he makes this challenge, found among a long list of possibilities, "I'm a fallible human being and may often do badly. Tough!" (p. 40). The chapter also includes sections on the role of the therapist and client, and on brief and long-term therapy strategies. Applications to a broad range of problems and populations are clearly presented with transcripts from sessions that make the principles easy to incorporate.

It is the mark of intelligence to know the scope and limit of one's approach and Chapter 5, "Evaluation," addresses these issues. The summary in Chapter 6 reviews key points and reminds us that bringing change takes effort, but "for those who work it—it works!" (p. 127)

This short book packs a punch: With its clear rationale, easy to follow specifics, and deep philosophical and psychological principles, you will understand why REBT has had such an impact on our field. If you are a new therapist, this is a must-have clear introduction. And if you are an experienced therapist, you will find this book more than just a review; it inspires and renews your cognitive work with clients. We highly recommend it!

Join our Email Mailing List! [www.erickson-foundation.org](http://www.erickson-foundation.org)



***On Fertile Ground:  
Healing Infertility***

By Helen Adrienne, LCSW

2011

ISBN: 1452853754

183 pages

CreateSpace

Reviewed by

C. Alexander Simpkins, PhD and

Annelen M. Simpkins, PhD

San Diego, California

Helen Adrienne’s inspiring and informative book, *On Fertile Ground: Healing Infertility*, comes from the heart. Having personally struggled with infertility and then resolving some of the issues encountered during her childbearing years, Adrienne finds her calling to be a mission to help others with these problems. She has been working with infertility for more than 30 years and through out the text describes her experience with many varied client situations.

Adrienne views fertility as a communication between mind, brain, and

body. We like the integrated mind-brain-body perspective she uses for approaching the problems people face when trying to get pregnant. By incorporating mind-body methods of hypnosis, meditation, psychology, and the best that science has to offer, couples can take an active role as partners with their doctor to regain some control with the fertility process. This book also addresses the level of the heart, giving readers a deeper source for support and personal growth.

The book includes eleven chapters, each with information, case histories, and exercises. Adrienne begins with some encouraging facts about fertility, information about the brain, and exercises to begin relaxing. Chapter 2 describes the emotional impact of the infertility struggle, and how to alleviate these difficulties. Readers are guided to understand how to maintain intimacy through the process in Chapter 3. Although fostering positive relationships with family and friends is important, Chapter 4 also shows how to keep a strong sense of self by creat-

ing an “I in the storm” (p. 64). Chapter 5 helps to cope with depression and anxiety, and Chapter 6 guides in working with the “bodymind” for better coping. Hypnotic methods are taught in Chapter 7 to assist in utilizing unconscious functioning to ease what we have called the “short-path” limbic system reactions in the mind-brain-body system. In Chapter 8, readers are inspired to draw on their spirituality to see them through difficult times. We can learn about ourselves by how we face adversity, and Chapter 9 guides in taking responsibility through fostering self-awareness. Chapter 10 helps with ideas for how to handle pain by gaining inner strength. The culmination “Give

Birth to Yourself: A New, Improved You” in Chapter 11, is what this book helps readers do: to turn an adverse situation into an opportunity to grow.

The final statement gives you a felt sense for the warm and positive thrust of this book: “If the opposite of war is art, the opposite of the fear that comes with the diagnosis of infertility is love” (p. 176). Filled with scientific evidence, plus surveys and charts as aids, along with exercises to elicit experiential change, and wisdom from someone with both personal and professional experience, this book is a warm and helpful guide for anyone grappling with infertility. We highly recommend *On Fertile Ground*.

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*“If the opposite of war is art, the opposite of the fear that comes with the diagnosis of infertility is love”*

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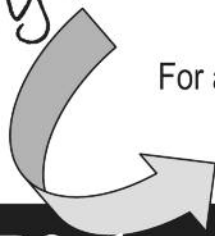
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## D V D R E V I E W

## Confronting Death and other Existential Issues in Psychotherapy

With Irvin D. Yalom, MD

1 hour 34 minutes  
[www.Psychotherapy.net](http://www.Psychotherapy.net)  
 Mill Valley California  
 2011

Reviewed By  
 John D. Lentz, D. Min.  
 Shepherdsville, KY

Wow! On this DVD, Irvin Yalom shows how amazing he still is, and has always been. Yalom discusses psychotherapy through existential spectacles, and invites you to realize how your clients, along with all of us, have to face issues about death. While I liked Yalom 30 years ago, this DVD made me feel so positive toward him today, that I watched this DVD three times. It felt as if I was talking to an old friend who spoke truth with insight, awareness, and factual knowledge.

As the DVD begins, people are taking flash pictures of Yalom. He asks them to stop because the flashes might give him a migraine headache. The flashes continue for a few minutes, and as you watch you can see how gracious, patient, and inviting of respect Yalom is. Eventually, people stopped taking pictures, and Yalom continued as if they had responded to his first request. It was not a-grin-and-bear-it situation, but rather one that reflected Yalom's gracious, honorable, and respectful way of conducting himself.

Yalom mentions Epicurus and other Greek philosophers to make a compelling case that Western psychology began with philosophy. He reminds us that death always has been a powerful driving force in decision making. Therapists may miss this point when their patients are dealing with the issue for a variety of reasons, but he says it in such a way that you never feel he is being judgmental. Yalom explains how he became aware of this omission through his own work with cancer patients. Thus, you can embrace the insights he offers without feeling shamed. In fact, how he treats this sub-

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*We see memorable cases that display the commonality of how not facing death can rob people.*

---

ject inspires you to make more of an impact by facing your own mortality.

Yalom then demonstrates how useful facing one's own mortality can be. He discusses insights from patients who had avoided the issue and in their own words, "lived absurdly." He illustrates the issue of avoiding mortality by discussing several patients from quite different circumstances. Yalom makes a powerful case for encouraging us to assist our clients similarly. We see memorable cases that display the commonality of how not facing death can rob people. And, we observe what a powerful positive effect facing the inevitable can have on a person's life. When people make decisions based upon this ultimate reality we all must face, life becomes more respectful and self-affirming. It is one of life's ironies that living with death makes life worth living.

In this presentation, you get a lot more than just CE credits, which you can receive from viewing this DVD, if you want them. You get the 74-year-old Yalom who jokes that he isn't sure what it means that people are crowding in to see him today, implying that they might be wanting to see him before he dies. Actually, it is clear that people want to see him because of his profound willingness to be real, and deal with the tough issues of life while presenting those issues with dignity, grace, and wonderful, open honesty. It also is clear that Yalom learned a lot in his lifetime, and he gives special credit to the cancer patients who helped prompt him to face this tough subject. I loved this DVD and feel affirmed as well as encouraged because of it.

## B O O K R E V I E W

## TranceForming Ericksonian Methods

Camillo Lorio, Giorgio Nardone,  
 Jeffrey Zeig

2011

Milton H. Erickson Foundation Press  
 Phoenix, Arizona

ISBN: 978-1-93224857-9

168 pages

Reviewed by

C. Alexander Simpkins, Ph.D. and  
 Anellen M. Simpkins, Ph.D.  
 San Diego, CA

*TranceForming Ericksonian Methods* is the fruit of a long-standing collaboration among three experienced figures in hypnosis. The book evolved from more than ten years of regular meetings to exchange views, and as Giorgio Nardone opined, it is a snapshot of their sharing.

Zeig opens with "An Ericksonian Approach to Hypnosis," which he calls phenomenological deconstruction. His model helps unscrew the inscrutable mysteries of the hypnotic experience through the metaphor of a baseball diamond with four bases: attention, intensity, dissociation, and response, played on the field of hypnosis. We like his astute integration of the state versus non-state debate by explaining that the hypnotic state is "not a thing, but it is a way that things happen in a social context" (p. 6).

Chapter 2 "From Magical Sleep to New Hypnosis," by Lorio and Gianluca Monacelli, provides a sweeping tour through the history of hypnosis. The authors clearly distinguish between traditional hypnosis and Erickson's shift to reciprocal participation and bilateral rapport. They aptly point out that even though Erickson is famous for his elaborate techniques, the true power lies in keen observation, solid relationship, and deep understanding of trance. They emphasize Erickson's profound caring for each person, a quality we observed in our studies with Erickson.

In Chapter 3, "Hypnotic Induction," Zeig develops his phenomenology with the key components from his baseball metaphor. He provides a succinct overview of indirect induction techniques that can remind us of the

many powerful methods we have for facilitating our clients.

Chapter 4, "Indirect Hypnosis: Technique and Strategies," has detailed descriptions from Lorio and Antonella Selvaggio along with transcripts from therapy performed on stage. Lorio sensitively illustrates the principles he uses in 13 clear steps that help readers follow him as he attunes to the subject, creates strong rapport, skillfully observes, and then utilizes the client's style, needs, and responsiveness.

Nardone offers Chapters 5 and 6, "Hypnosis without Trance: Rendering Words Magical." He defines hypnosis without trance as a state of strong suggestibility that comes about from the interaction with the therapist, and allows the client to shed rigid perspectives and perceive anew. These states are natural and have influenced human action through the ages. The author explores its components in non-verbal communication, such as voice tone, body posture, and facial expression. He also explains how to use spoken language with helpful details about what to do to have the strongest effects. He teaches people to actualize change by becoming it, through an innovative use of summarizing. Chapter 6 exhibits hypnosis without trance in two fascinating examples. First is a stage demonstration with Nardone helping a volunteer, and then what the author calls "extreme therapy" that arose spontaneously when he was participating in a TV program at Carnegie Hall.

Chapter 7, "Systematic Hypnosis with Depressed Individuals and their Families," offers an interpersonal perspective on depression. The automatic, unconscious patterns of interaction in relationships have hypnotic qualities. Therapists can learn to recognize and utilize these hypnotic qualities for treatment. The chapter describes the key features of such patterns, so clearly presented throughout this book, and then indicates how to transform them.

*TranceForming Ericksonian Methods* is an insightful, contemporary exposition of therapeutic hypnosis. Much more than a snapshot, this book is a rich, evocative tapestry from seasoned masters. We highly recommend it!



# BOOK REVIEW

## *Sports Hypnosis in Practice: Scripts, Strategies, and Case Examples*

By Joseph Tramontana, Ph.D.

Crown House Publishing  
Bethel, CT  
2011  
183 pages  
ISBN 978-184590679-5

Reviewed by John D. Lentz, D. Min., Shepherdsville, KY

Joseph Tramontana's *Sports Hypnosis in Practice* offers something more than a book on sports hypnosis. This book offers you the experience of having a friend show you how to help others using these techniques. The reader will feel that the author really has his best interest in mind and that the author has in mind the best interests of the clients that you will treat using his approaches.

Tramontana offers an experienced perspective about sports hypnosis. Not only will the beginner be able to make use of this book, but the seasoned professional also will appreciate the practical, insider-knowledge that comes only from having done therapy with this client population for a long time.

Tramontana demonstrates integrity by admitting that here are areas he hasn't treated directly, or about which he only has limited experience. When you think about it, such an admission would only be provided by a confident pro. Given that there are so many sports and so many different levels of sports, to have treated them all would be unrealistic for anyone. Thus, this book is authored by a professional therapist who is humble enough to speak the truth. I appreciated his style because of this orientation and found myself having even more respect for him as a result.

Folks wanting hypnotic scripts for quickly learning how to do hypnosis will appreciate this book. You also will be grateful for the invitation to know when to be innovative and when it would do well to keep with tradition. With the way Tramontana personalizes treatments with his clients, you will quickly feel ready to personalize work with your clients. You will be able to apply your unique style and cadence, informed by a skilled mentor who cares about your success as well as your client's success.

Many different hypnotic topics are included in the eleven chapters. You will find an overview of hypnotic approaches with athletes and then specific applications for golf, track and field, sprinting, distance running and high jumping, gymnastics, cheerleading, equestrian, football, baseball, basketball, fast pitch softball, tennis, volleyball, soccer, Olympic shooting, cycling, and rugby. Tramontana also includes chapters on recovering from injury and returning to training and competition. In addition, there is a chapter on substance abuse and other addictive behaviors.

Because I like quotes, I was especially appreciative of the appendix that has pages of affirmations to use for giving encouragement and hope. The list includes people as diverse as Bill Gates, Goethe, and General George S Patton Jr. I love the anonymous quote, "There are no mistakes, only lessons."

Tramontana has thoughtfully listed recommended books and movies that address individual issues that people might face. Overall, He has created a wonderful book that is more than a guide for how to use hypnosis for athletes; this book also can serve as a reference. I recommend it highly.

## INTERVIEW

*continued from page 21*

with the dopamine system – among them, risk taking, novelty seeking, curiosity, creativity, spontaneity and energy. Those expressive of the dopamine system tend to be more independent, flexible and liberal-minded, too.

Then I pulled out another sheet of paper, wrote on the top of it: Serotonin. And I listed the traits that the academic literature had linked with the serotonin system – being cautious but not fearful, being conventional and traditional, following the rules, respecting authority, being orderly, meticulous, and detail oriented, being calm, social, managerial, often frugal, among others. Religiosity is also, at least in part, in the serotonin system.

Then, because I had written a book on gender difference in the brain, I knew a good deal about the testosterone and the estrogen-oxytocin systems. So I pulled out two more sheets of paper and listed the traits linked with these systems too. Activity in the testosterone system has been associated with being analytical, logical, directive, decisive, tough-minded, good at rule-based systems such as engineering, math, mechanics, music or computers, and being emotionally contained, skeptical and ambitious – a certain type of ambitious. On the fourth sheet of paper I listed those traits linked with the Estrogen-Oxytocin System, including seeing the big picture, being intuitive, imaginative, and verbally and socially skilled, as well as being empathetic and emotionally expressive.

Then I sat there and looked at those four sheets of paper, and wondered whether I could design a questionnaire to measure the degree to which you express the traits linked with each of four brain systems, and then, on this new dating site, watch to see if your biological traits actually pull you toward some potential partners rather than others. People say: "We have chemistry." I wanted to see what that meant.

That started two years of reading widely in the academic literature, building the questionnaire, and putting the final version on the new dating site, Chemistry.com. Some ten million people have now taken my questionnaire in 40 countries; 30,000 people take it every week. This way I have been able to study who people are and watch who they choose to date—the beginning of

the mating process. To my knowledge, this is the first questionnaire developed directly from biology.

**PL: In other words, people could take a saliva test or a blood test and measure the levels – is that what you're talking about?**

**HF:** I tried that. We collected blood, saliva and urine from 215 men and women in a college in Oregon who also took my questionnaire. (And by the way, it took us three years to find 200+ sober men and women—people who weren't taking any kind of antidepressants, street drugs, anabolic steroids or whatever. We are a drugged society.)

Anyway, we found no correlations—which I had actually anticipated because when you're studying complex brain systems, there are too many unknown components. For example, the variations that produce differences in personality most likely don't stem from the *levels* of these neurochemicals; but instead from the *numbers* of receptor sites, and/or where these receptor sites are most prevalent in the brain, and/or the amount of the substance produced, transported and/or retained in the synapse, and/or the ratios of these chemical systems with one another, as well as their interactions with many other systems, etc, etc, etc. The intricacies of how these systems operate to produce behavioral differences are largely unknown.

Nevertheless, there is now a growing body of data that each of these four brain systems is associated with a distinct constellation of personality traits; so that's what I have worked with--so far. But I really need to take cheek swabs and analyze the DNA of thousands of individuals who also take the personality test. I've begun that project, actually, with a fine geneticist from Princeton, Dr. Lee Silver. And I've also begun a brain scanning project with Dr Lucy Brown and Dr. Bianca Acevedo to study the brain activity associated with each of these styles of thinking and behaving.

**PL: Right. Tell me more about the brain scanning.**

**HF:** Well, we've now put 34 people in the brain scanner – we're studying newlyweds and those who are in long-term love. But before each partic-

*See INTERVIEW on page 27*

## B O O K R E V I E W

## *The Boy Who Could See Only Purple. That's right!*

By Claire Ashmore

Illustrated by Katherine Q. Merewether

32 pages

Trattford Publishing  
ISBN: 978-1-4269-9658-0

Reviewed by:

Roxanna Erickson Klein, RN, PhD

It was immediately apparent to me that this charming tale was inspired by my dad, Milton H. Erickson MD. The author, who had been introduced to Erickson's work through NLP training, confirmed this fact. Known for his creative approaches to mobilize unconscious resources, Erickson's ideas fostered a change in the way professional psychotherapy is practiced. Decades after his death, Erickson's work continues to influence a broad variety of positive, growth-oriented therapeutic directions. His work laid a foundation for the value of nurturing curiosity, self-acceptance, and internal search coupled with implied suggestion. This story shows the harmony of these processes as the joy of discovery transitions into healthy adaptive opportunities for ongoing exploration. That's right, is it not?

This publication is the first in which the New Zealand team of author and artist have worked together. Hopefully it is the first of many. Author, Claire Ashmore, is an educator with a background in grassroots literacy research and currently is working in embedded literacy training. She started out as an elementary school teacher and then taught English as a second language developing her strength of presenting complex ideas in a straightforward manner. She describes the work as a resource for parents, teachers, and therapists in support of helping children lead safe, peaceful, and productive lives. When asked about fu-

ture possibilities, Ashmore described ideas now on the drawing board—future children's stories with equally important messages.

The artist with whom Ashmore partnered is Katherine Q. Merewether. Starting with Ashmore's initial rough sketches, Merewether brought the story to life with line drawings that flow through the book matching the lightness of the text. The style is distinctly different from her previous publications as an illustrator of children's stories. Throughout, the story's economy of words is mirrored with deceptively simple illustrations.

A fanciful storyline illustrates the limitations each of us hold within, while illustrations draw out internal imagery to blend with written images on the pages. The beautifully executed line drawings punctuated with subtle washes of color show how limitations can alter perceptions. In a gentle way, the work shows how habitual patterns express themselves, and then it models possibilities for future growth. The discrete transition into ongoing growth invites the reader, in unspoken words, to self-reflect and explore his or her own habitual margins. The direction of expectation, engagement, exploration, and discovery becomes a pathway. Enrichment by sensory exploration generates new possibilities and appreciation for beauty of every day surroundings. It is all part of the story and of life itself.

*The Boy Who Could See Only Purple, That's Right!* is an engaging story that exemplifies the unique artistry of Milton Erickson's approaches. Dad would have found great pleasure in the imaginative way this tale welcomes the reader into the story with simple words complemented by line drawings. The tale unfolds into a beautiful metaphor of the emergent process of self-awareness and discovery.

Depth is revealed through the stillness of uncomplicated simplicity.

## *Mindfulness and Hypnosis: The Power of Suggestion to Transform Experience*

By Michael D. Yapko, PhD

2011

220 pages

W. W. Norton & Company

ISBN- 978-0-393-70697-0

Reviewed by John D. Lentz, D. Min., Shepherdsville, KY

Michael Yapko has created a classic. Not only does this latest book discuss the similarities and differences between hypnosis and mindfulness, it does so in such a knowledgeable, insightful, and well-documented manner that it is likely to become a reference book for years to come.

My students were told that the asides in this book, intended to explain what he is saying, offer more useful information than other books' unique content! Yapko has outdone himself with this topic. He shows himself to be the incredible, master therapist that he is because of not only how creative and agile a professional he is, but because of the wealth of information he carries with him.

Yapko's "voice" comes across as that of a knowledgeable friend helping you to understand mindfulness and how the subtle suggestions offered are similar to hypnosis.

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*In addition to psychological insights and clinical gems, the illustrations, paradoxes, and experiences he offers the reader are pure joy, ...*

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You also may realize that Yapko has spelled out methods of utilizing both mindfulness and hypnosis, improving the practice of both, while encouraging the acceptance of dissociation in the service of more positive, comfortable functioning. The book brilliantly sets the stage so you can deeply understand what comes next. I found myself awed at how well the foundation is laid in the early chapters, so that no matter whether you are more enamored with mindfulness or hypnosis, you appreciate an author so well-versed in both disciplines. Throughout the book, Yapko shows his mastery of both mindfulness and hypnosis and offers the material in a well thought out way that enhances your experience as a reader. For instance, in the chapter on "Deconstructing Experiential Processes," Yapko does more than just list the hypnotic elements. In mindfulness sessions with several masters, he demonstrates paragraph by paragraph the hypnotic aspects of each mindfulness session. He also helps you to know the differences between the two so that you can more wisely choose between them for clinical reasons. In addition to psychological insights and clinical gems, the illustrations, paradoxes, and experiences he offers the reader are pure joy, whether they are tales of Buddhist monks, wisdom of psychotherapists, or facts from science.

I found Yapko's book to be a delight with pleasant surprises, jewels of wisdom and facts, joined together in ways that enhanced my knowledge and gave me a sense of how to use both hypnosis and guided mindful meditation creatively to enhance people's use of their experience. I got more than I bargained for, because of the clinical wisdom Yapko shared about people and treatment. I have seen Yapko present in various places around the country and the world, and have read all of his books and this is one of his best works yet. He offers a book you won't want to put down; it is one that you will return to repeatedly for a variety of reasons. In case you can't tell, I recommend this book.



## INTERVIEW

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ipant goes into the machine, they take my personality questionnaire. And sure enough, we're beginning to find some of the brain circuitry linked with these basic biological systems.

It's a bit chilling to stumble on some of the brain mechanisms that generate personality. I'm over the moon about this research. Hopefully it will ground a good deal of psychological phenomena in biology so that we can truly understand more about who we are; why we are drawn to certain kinds of people; and how to get along with those we love--naturally.

**PL: Do you believe in looking at these personality types and temperament, that there are people who are more susceptible to intense romantic infatuation than others?**

**HF:** I studied this on Chemistry.com; I designed a short questionnaire which asked how often you have fallen in love. And because so many people take this questionnaire every week, I can get answers pretty fast. The Negotiators, those particularly expressive of the estrogen and oxytocin systems, fell in love most often. I thought it would be the Explorers, those particularly expressive of the dopamine system because they're so novelty seeking, but they can be quite Machiavellian. Directors, those most expressive of the testosterone system, fell in love the least often. These people are analytical and pragmatic.

But these data don't mean very much to me because you can fall in love only twice in your life, but experience an extremely deep and enduring romantic passion or fall in love all the time and feel (and suffer) far less. So I'm more interested in the intensity than the frequency of romantic longing.

But I do think people of these four broad personality styles love differently, probably even define intimacy differently. I write about this in detail in my book, WHY HIM? WHY HER?

The Explorer seems to get intimacy out of adventure. Traveling to Laos and Cambodia, or just going to a museum nearby, can be very intimate. Builders, those particularly expressive of the serotonin system, enjoy familiarity; so they're likely to derive a more intimacy out of having a party or some other social event that they can plan and orchestrate together with a partner. Negotiators are likely to get genuine

intimacy out a deep, face-to-face, heart-to-heart, anchoring-gaze conversation about meaning, identity or feelings. And I think Directors tend to get a lot of intimacy out of focused intellectual conversation on a topic of their particular interest...and also out of sex.

In fact, as a rule, men regard sex as more intimate than women do. Women will start a conversation just as they're climbing in bed together. They're trying to reach for intimacy with words. But their partner doesn't "get it." For most men, intimacy is the actual sex. And I can understand why men (unconsciously) regard sex as intimate: with intercourse women are giving men life's greatest gift, the possibility of passing on their DNA.

**PL: I have often thought there are some people who are universal donors. The O-negative blood type that can give to anybody. Some people who are walking magnets.**

**I had a girlfriend who wasn't what you'd call traditionally beautiful, but she'd just walk through the grocery and she'd say, "I don't know why, but men just follow me." She'd be like a magnet with iron filings on her. And there are these bad boys who are just so irresistible to most women.**

**HF:** Wonderful idea, Pat. I guess if there were a universal donor, it would be the Explorer. First of all, they want to know who you are because they are so curious.

**PL: And that is so engaging.**

**HF:** They can be exceedingly charismatic, too, as well as unpredictable. And unpredictable situations (and people) can drive up dopamine in those around them—making them feel better. Explorers are also full of energy, enthusiasm and optimism, and we are attracted to energetic, up-beat people. So if there were a universal donor, it would probably be the Explorer.

The universal recipient would most likely be those most expressive of the estrogen/oxytocin system, Negotiators. These men and women are willing to overlook your faults; they're flexible, empathetic, often trusting and agreeable, and genuinely eager to get to know who you really are.

**PL: Isn't that the truth.**

**HF:** Negotiators are comfortable with diversity, too; so they'll accept from a wider range of friends and part-

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*A few weeks ago we got into a real fight--a fight we've had many times. We finally looked at each other in the middle of the argument, threw up our arms, started to laugh, and said, 'Let's go hiking.'*

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ners. The Director is neither donor nor recipient. These people tend to be tough-minded. They are also impatient and don't suffer fools gladly. But when they find someone who they think is right for them, they can move too fast--because they're direct and practical.

Builders want to court the "right" way. They're the ones who are going to open the door for you, make sure they pay the bill, dress appropriately, all that. They're also cautious. They don't want to rush into anything.

In fact, I studied a sample of 28,000 people on Chemistry.com to see if there were any natural patterns of attractions between these four broad styles of personality. Sure enough, nature has some patterns here too.

Explorers disproportionately choose to date people like themselves. Energetic, curious, creative people are drawn to people like themselves. Builders also go for people like themselves. Traditional wants traditional--someone who is equally cautious, networking, respectable and calm. But those expressive of testosterone and estrogen go for their opposite. I have all sorts of Darwinian theories about these patterns, but the bottom line is the similarity attracts in some cases while opposites attract in others—it depends on who you are.

But I'm not surprised that people walk into your office and say, "I love her, but I can't understand her." It may be a Director married to a Negotiator, or, for that matter, the Explorer going out with the Builder. "Why doesn't she speak her mind?" "Why is he so blunt?" "Why can't you just settle down?" "Why don't you ever try anything new?" These four broad types are very different. So my hope is that therapists will get their clients to take the personality test in my book, or even just learn how to look for signs of these four broad biological styles of thinking and behaving, and then use this information to help their clients get to know one another on a deeper (biological)

level.

To this end, I recently worked with a young Explorer dating a Builder. They were trying to decide whether to marry. But she, the Explorer, liked to go out every night to comedy clubs; she was a rock climber in her spare time, she had just opened a new hair salon (with all the dangers of starting a new business) and wanted to have sex every night. He was Builder who worked at an airport as a security guard (where he had worked for several years), loved staying home to watch TV, and wanted sex every two weeks. Well, they had some core differences—biological differences.

**PL: Yes, I can see the issues already.**

**HF:** The bottom line is that the more you know about someone, the more you can reach them in ways they can really understand.

I recently had a wonderful experience of this type. I was giving a talk to about 600 therapists. During the question-and-answer period, a woman in the second row raised her hand and said, "I finally understand something about my husband. I am an Explorer-Negotiator--the thrill-seeking, intuitive empathetic type. My husband is an Explorer-Builder. He's just as curious, and creative as I am, but he's much more cautious and conventional; he is emotionally contained, too, and he follows the rules. A few weeks ago we got into a real fight--a fight we've had many times. We finally looked at each other in the middle of the argument, threw up our arms, started to laugh, and said, 'Let's go hiking.' I now realize what was going on: The Builder -- the cautious, practical part of him -- was fighting with the airy-fairy, empathetic, intuitive part of me -- the Negotiator. And we solved the situation by simply going around it, reconvening where we understood one another, as Explorers. The natural resolution: hiking.

See INTERVIEW on next page

**INTERVIEW** *continued from page 27***PL: What a great example!**

As a therapist, I am now seeing that Internet dating is one of the most common ways people meet and marry; moreover, I think that's going to increase over time.

**HF:** Definitely. One-fifth of Americans who started a steady relationship in the past three years met their partner on the Internet; and one-sixth of people who married in the last three years

wed someone they met on the Internet. Isn't that remarkable?

**PL:** It's amazing. And yet I'm also seeing the tyranny of choice. People are becoming too picky, wanting not only someone who is warm, loving, sensitive, and highly sexual but also who is not lactose-intolerant. Details, details, details.

**HF:** Too many options. It's called "cognitive overload" in my field. Peo-

ple begin to think they have endless choices...so they choose none. To counter this, one of my core pieces of advices to those dating on the Internet is as follows: after you've met nine people, pick one and make a genuine effort to get to know him or her. I say this because as you get to know someone, you like them better and also think that they are more like you. My other main piece of advice is: think of reasons to say YES.

**PL:** So if you want to be in a happy, stable relationship you're going to need to cultivate some acceptance – some honoring of difference, some recognizing and knowing what you can negotiate and change and some realizing what you can't negotiate and change; then you need to navigate around those things you can not change... and say "let's go hiking."

**This has been wonderful.**

**HF:** For me, too.

*Pat Love, Ed.D. is a Licensed Marriage and Family Therapist, a Distinguished professor and co-found the*

*Austin Family Institute.*

*Love has published many articles and has co-authored four books, including the popular Hot Monogamy and The Truth About Love. Her newest book co-authored with Steven Stosny entitled How to Improve Your Marriage Without Talking About It has been translated into twelve languages. Pat also has a new university level Love Education DVD course Love: What Everyone Needs to Know. She writes a column in Notorious Magazine and has contributed chapters to The Intimate Couple and Handbook for the Soul. She has been interviewed by many magazines, including Glamour, Cosmopolitan, Lears, Woman's Day, Men's Health, Ladies Home Journal, Good Housekeeping, New Woman, Men's Magazine, New York Times Magazine and Reader's Digest.*

*Love has appeared on every major talk show, including eight appearances on Oprah Winfrey and 13 appearances on NBC's Today Show. She also does frequent radio and online interviews.*

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