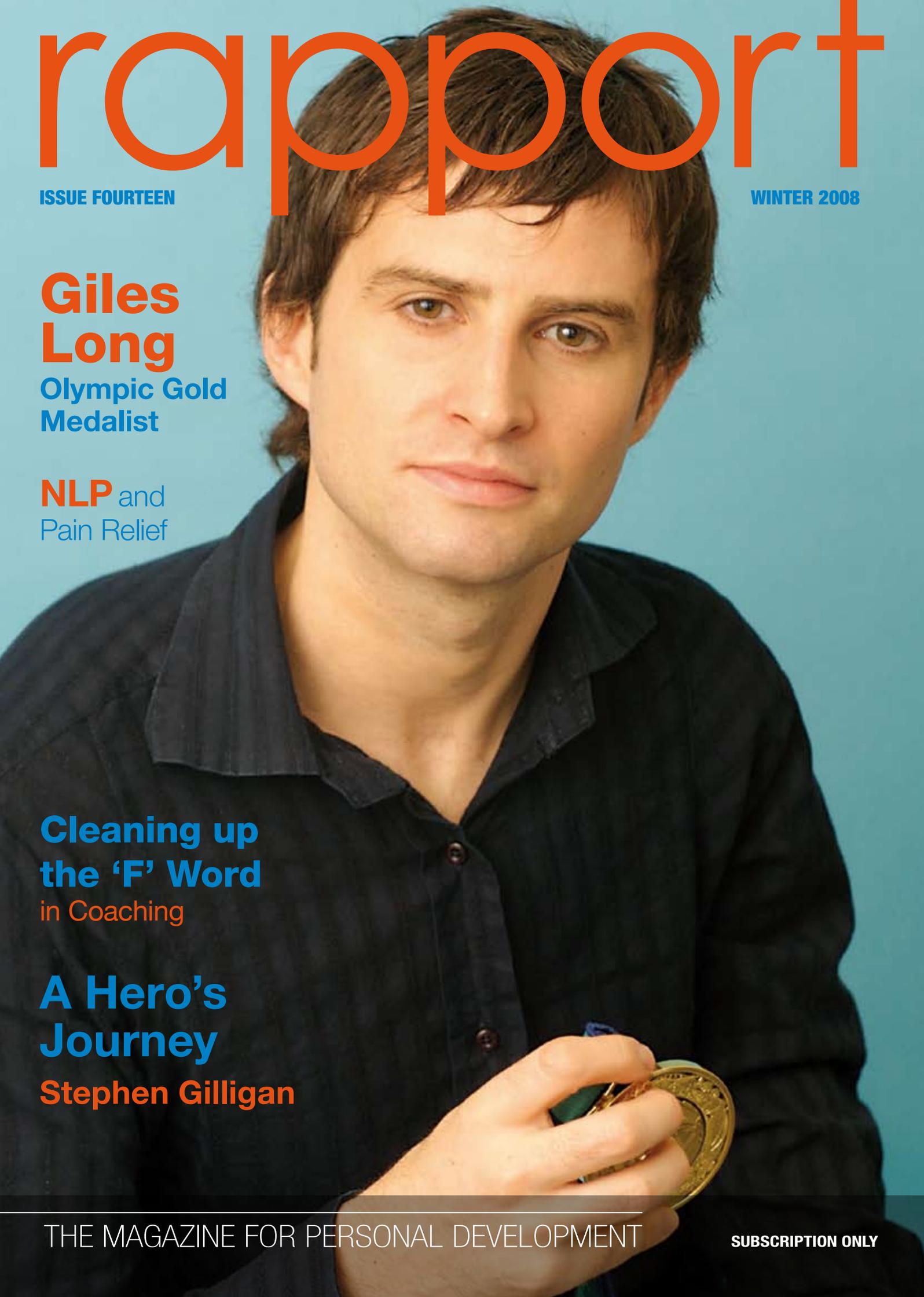


rapport



ISSUE FOURTEEN

WINTER 2008

Giles Long

Olympic Gold Medalist

NLP and
Pain Relief

**Cleaning up
the 'F' Word**
in Coaching

A Hero's Journey

Stephen Gilligan

THE MAGAZINE FOR PERSONAL DEVELOPMENT

SUBSCRIPTION ONLY



Welcome to the Winter issue of Rapport.

I really look forward to seeing each issue of Rapport, once it has been designed and laid out by Enzo. Even though we are involved with the magazine at every stage from conception to publication, it still changes dramatically once words and images have been melded – every issue is a journey, similar perhaps, to the Hero's Journey that Stephen Gilligan relates in his interview with Andy Coote (p10).

I feel completely resonant with the 'two Jennies', who embrace the principles of NLP when caring for children (p16). With my older son turning 21 in January, I often wish I had known more about NLP 25 years ago! At the same time, I do believe that we never stop learning and whatever we do, say and believe has an impact on those around us on a daily basis.

Talking of learning, I am very tempted to join Juliet Grayson on one of her Pessso Boyden courses (p12). What an absolutely fascinating set of tools to add to our already rich and varied toolbox for dealing with life.

Starting this issue, Neil is writing a series of articles about his insights and learnings following his plane crash earlier this year (p18). I think we will all benefit hugely from what Neil will be sharing with us over the next few months.

...and with the credit crunch biting deep (for some although not all), we have a couple of really positive and interesting features to help us all focus on what will work – Mindy talks about the Chicken Little philosophy (p42), and what better way to take advantage of the economic downturn by discovering the work we were born to do (p40).

Wishing you all a very healthy and prosperous 2009.

Karen x

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WHAT DO YOU WANT?

Outcomes 2: How PURE can you be?

By Caitlin Collins



Goal-setting' is a term that thrills the hearts of some while prompting others to retreat like affronted snails. NLP enthusiasts prefer to speak of 'setting well-formed outcomes'. The process includes thinking small and large scale, so you know what you want and where you're going regarding both the immediate task and also your larger purpose. In Issue Twelve we looked at Purpose, Direction and Milestones, your Purpose being your overarching intention, Direction being whatever path you take that is in alignment with that, and Milestones being the steps or stages of your journey. Today we're discussing how to set goals that are PURE: Positive, Under your control, the Right size, and Ecological in terms of context and consequences.

POSITIVE

Have you noticed how difficult it is to follow an instruction to not do something? Don't think of a rabbit up a tree. Mmm... What colour was your bunny?! Expressing a goal as a negative makes things unnecessarily hard. I work with horses and riders. If a rider says, 'I don't want the horse to run off,' the thought will arise in her mind of a bolting horse; she'll be frightened and will tense up, and the message she sends the horse comes across as an instruction to bolt! So what to do if you don't want your horse to run off? Ask yourself what you want instead. You want him to walk along

quietly. So, 'I want the horse to walk quietly,' becomes your outcome. Now all your actions of mind and body are in alignment with that wish for the horse to walk quietly. You think of your horse walking along nicely, your breathing slows down, you relax – and, like magic, your horse is walking quietly. This principle applies whether we are communicating with ourselves or anyone else.

UNDER YOUR CONTROL

It's fine to want world peace; but in terms of setting a realistic outcome you'll need to start nearer to home. One of my teachers likes recounting a cautionary tale said to be a priest's epitaph. It goes something like this: 'When I was young and eager I wanted to change the world and I prayed to God to give me the wisdom and strength to change the world. I strove all my life to change the world, but when I grew old I came to understand that nothing had changed. Then I realised that to change the world, first I must change those close to me, and then, taking them as an example, the world might change. So I prayed to God to give me the wisdom to change my dear and near ones. I tried my best, but when I was very old I saw that no-one had changed. At last I realised that in order to change those close to me, first I must change myself. So I prayed to God to give me the wisdom to change myself – but, alas, it was too late.'

RIGHT SIZE

This point is about finding the perspective that will enable you to motivate yourself. Your outcome needs to be neither so small as to be too trivial to bother with, nor so large as to be too daunting to tackle. If tidying your office is too trivial, ask yourself what's important about doing it – perhaps it will enable you to run your business more efficiently, which will bring in more money, which will pay the mortgage and keep the little lambkins fed and clothed for a while; now it matters enough to get you started. Or, if tidying your office is too daunting, requiring a bulldozer, dump truck and a couple of cranes, ask yourself what might be the next step – it could be picking up and housing just one piece of paper from the tottering heaps of waifs and strays on the floor; now it's manageable enough for you to begin.

ECOLOGICAL

Context and consequences matter: we don't live in isolation and everything we do affects others. Omitting to consider context and consequences may be a factor in the common syndrome of self-sabotage. A part of us is aware of a possible problem with our outcome and scuppers the plans to prevent an unwanted consequence. If this happens, rather than berate yourself for 'failure', ask your inner wisdom what changes need to be made, or what safeguards need to be in place, for you to go ahead. Be prepared to change your plans, and check for whole-heartedness before proceeding.

In future issues of Rapport we'll be looking at other topics associated with setting outcomes, such as planning, values and beliefs, emotional resources, modelling, motivation, and success criteria. And as we go along, let's keep in mind the wise words of the sages Mick and Keith: 'You can't always get what you want, but you just might get what you need!' ●

Caitlin Collins: www.naturalmindmagic.com

A Hero's Journey

TOWARDS THE GENERATIVE SELF



Stephen Gilligan was in at the birth of NLP and counts Milton H. Erickson and Gregory Bateson amongst his teachers. From his first meeting with Erickson he has been on a journey. The latest manifestation of that, with its roots in Erickson's own thinking, is the Generative Self. Andy Cooté had the good fortune not only to talk to Stephen but also to listen to his well-received keynote at the NLP Conference in London in November.

The journey metaphor in the introduction is apt. Stephen is on a physical journey, spreading his message in keynotes and trainings across the world. He is also on his own journey of discovery, taking his knowledge of Ericksonian Hypnosis and NLP and, with Aikido to ground him, travelling across the universe of human possibility.

Stephen was a student in San Diego in the early 1970s and took a course taught by John Grinder “on the overthrow of the US Government by any means possible.” Through that course he also met “an in-your-face, skinny, long-haired Gestalt therapist” called Richard Bandler.

When Grinder and Bandler showed the manuscript of *The Structure of Magic Part 1* to Gregory Bateson, he told them that they should “go show it to the purple one in the desert”. They did and impressed by the feedback from that meeting, Stephen persuaded them to let him tag along at the next meeting. When Stephen met Milton Erickson (who always wore purple, hence the nickname), “he touched something inside of me and started a fire burning in me. I’ve tried to put the fire out on many occasions since but it simply won’t go out.” It is obvious that the fire still burns.

One of the key metaphors in Stephen’s current work is that of the Hero’s Journey, based on the book *Hero with a Thousand Faces* by Joseph Campbell (see Box) and on Carl Jung’s work on Archetypes. There is a book in the pipeline, written by Stephen with another of the San Diego group, Robert Dilts, on that subject. Following a call to action, which Stephen agrees was his meeting with Erickson, a journey begins through, often, hostile territory. The hero finds helpers along the way. Two of Stephen’s helpers have been Milton Erickson himself and his inspirational life and work, and also the discipline of Aikido. He sees the two as closely linked.

Much has been written about Erickson and, no doubt much more will be. Erickson’s contraction of polio at the age of 17 left him paralysed and, at one point, close to death. His use of extensive visualisation allowed him to have physical effects on his body.

“Milton didn’t know about hypnosis and trance when he started to do this but everybody told him that he had no hope of ever moving again and he chose not to believe that. He called his crises ‘experiments in learning’. He knew that he would like to move again but admitted “I

don’t know if it’s possible or how it might be possible””.

Stephen recalls that “Milton concentrated on positive memories such as picking apples on the farm where he grew up and throwing a baseball. He found resonance inside himself from the memory of throwing a ball and the muscles involved would begin to react until he was able to move them”. It was a long, slow process. Milton remarked that he had “lost all awareness of how to walk, but who could have a better teacher than my one-year-old baby sister.”

Wikipedia defines Aikido as a Japanese martial art developed by Morihei Ueshiba as a synthesis of his martial studies, philosophy,

and religious beliefs. A key part of the Aikido approach is known as ‘blending’ - moving with the attacker rather than confronting them. Stephen sees this as akin to Erickson’s approach of Utilization, of getting ‘inside’ the experience of the client- one of the important elements of Stephen’s current work. “Aikido and Ericksonian Hypnosis are both works of genius that map closely with each other,” Stephen believes.

Another element of the Hero’s Journey is the quest. Through his work on human potential, Stephen’s quest has become the achievement of transformational change that leads to happiness, health, healing and helpfulness. It is expressed in his development of his self-relations approach to psychotherapy and in his work on the generative self.

Gilligan describes what he calls the ‘Premises of Self-Relations’. “Each person has an indestructible “tender soft spot” (or center) at the core of their being, called the Somatic Self. The river of life moves through you, except when it doesn’t. The river brings both happiness and suffering. A second consciousness awakens to relate to these experiences, called the Cognitive Self. When the somatic self is united with the cognitive self, a third consciousness of a field mind opens and this is the Generative Self. The path by which each person realizes this Generative Self is unique: Each person is an incurable deviant.”

The preconditions for well formedness of an intention are that it must be succinct, expressed in five words or less and, preferably, positive and ‘towards’ rather than ‘away from’

The five presuppositions of the Generative Self Approach are shown in the box on this page. Working with clients using this approach requires a lot of attention to be focused into upgrading the state of consciousness.

The generative trance model has four stages which are, in many ways analogous to the Hero's Journey. Preparation is critical and is followed by the shift in consciousness. The third stage, transformation, is accomplished in a higher generative state and must be followed by a return to reality with a strategy to get significant changes in everyday life – NLP Well Formed Outcomes may help with this.

“Generative trance follows the general model of transformation or rituals in history and legend.” Gilligan notes. “In all change work and particularly generative coaching you need to have clarity about what the intention is. Intention drives attention and intention coupled with attention drives trance.”

The preconditions for well formedness of an intention are that it must be succinct, expressed in five words or less and, preferably, positive and ‘towards’ rather than ‘away from’.

“The intention needs to be resonant both for the client and for the change practitioner. Achieving an intention can be quite straightforward. In most demonstrations it takes around five minutes to achieve” comments Gilligan. “If people could realise this intention from an ordinary state, then we wouldn't be talking. The hypnotic induction is an upward shift in consciousness so that the intention can be realised. That comes from the quality of your state and not from losing control. You need to be in the state in which you formed the intention whilst having fluid access to unconscious resources. This is a double level in which you are both fully connected and fully detached”.

When would it be useful to use such a trance? Stephen answers that Milton Erickson's three favourite words were ‘I don't know’. “The state of not knowing is useful to the therapists when conscious patterns are not adequate. You move from a pattern through depatterning to a new pattern. The client needs the capacity to stay present and to allow it to be a helpful process. If they shut down the state becomes degraded. The client must be present.”

“Usually what is causing the client difficulty or distress is not the problem itself but their relationship to it. And being confused and overwhelmed may not be a problem - indeed it may be very helpful. Rage is not a problem. Whatever comes up in order to move the state on is fine. The State is the most important thing here. Consciousness

must never get limited by the problem. It must be connected in front and underneath (somatic), to it directly (cognitive) and beyond it (field).”

Stephen's journey continues. From London he was flying to Munich and his schedule continues through Spain and London back into California. His schedule is on his web site at <http://www.stephengilligan.com/workSCHEDULE.html>.

It may, indeed, be a lifelong journey. Stephen studied with Erickson from 1974 until Erickson's death in 1980. When he first plucked up the courage to ask if he could come back to learn from Erickson, Stephen asked how much the fee would be. Erickson replied, “You don't have to pay me any money. If you find anything useful here, pay me back by teaching it to others.” Stephen smiles fondly at the memory and says, only half jokingly, “Sometimes I wish I'd paid the old man in money.” ●

Five Basic Elements of Generative Self Approach

1. “SPIRIT IS WAKING UP.....

- Spirit has gift to give AND wound to heal
- spirit is deepest identity
- spirit activates whenever ordinary identity is destabilized (e.g. ecstasy or agony)

2. into HUMAN CONSCIOUSNESS

- human nervous system is the most advanced instrument of consciousness ever developed
- if you don't learn to play the instrument, you're in trouble
- attuned human conscious PLUS spirit EQUALS generative self

3. on HERO'S JOURNEY

- each person's life is an arc unfolding over time into the world
- journey has many death and rebirth cycles
- at heart of hero's journey is Spirit waking up
- suffering is a signal of misalignment with the call/journey

4. utilizing THREE MINDS

- Somatic, Cognitive, Field
- Integration of three minds awakens Generative Self

5. operating at THREE LEVELS OF CONSCIOUSNESS

- (1) Primitive (unconscious wholeness, field without self-awareness)
- (2) Ego (conscious separateness, awareness without field)
- (3) Generative (conscious differentiated wholeness, parts and whole simultaneously)

Spirit can be present or absent at each level Creative unfolding moves among three levels

Source and © – Stephen Gilligan, Ph.D

The Hero's Journey

Developed from the book *Hero with a Thousand Faces* by Joseph Campbell. Campbell analysed the mythology of many cultures and discovered that their stories followed a similar structure – one that seemed to satisfy our innate need for a journey and a resolution.

The first of four stages is about our slow recognition that something needs to change. We are in our familiar world yet something isn't right. We may deny the need for change but eventually something happens that overcomes that (the call) and we begin the journey, leaving the familiar world for somewhere unfamiliar.

In this second stage, we are searching for solutions to the need and we will meet characters and situations along the way that may make the situation worse. We may understand the real issue is much deeper than the triggering one. Despite also meeting helpful characters here, we reach the end of this phase still searching and maybe doubting our resolve or despairing of the possibility of finding the solution.

The third stage is about finding the resources and solutions that we seek. It is by no means certain that we will reach this stage and many abandon their quest here. We may find a mentor who will help us on our journey and may even show us that the solution was with us all the time – we just couldn't see it. Now we have the answer, we may spend time refining it and preparing for the final stage – our return to the real, familiar world.

This fourth stage requires that we return to our familiar surroundings and install the changes into it. The more radical the change, the more the familiar can seem more appealing. Our resolve can be dented or completely neutralised by our dependence on the people and habits of our everyday life. We lose momentum and the moment is lost or we seize the moment and succeed.



Anatomy of a Plane Crash

Picture the scene – even, if you're feeling brave or curious, associate into it, and imagine how your NLP expertise could help

My name's Neil, and I'll be your plane crash victim today". I wish I'd said that, but the line truly belonged to Nina, one of the two co-passengers on an ill-fated light aircraft transfer flight my partner Andy and I took from our island resort back to mainland Australia last April. Lying in our hospital beds, shocked, bruised but otherwise intact, the gallows humour was rampant. Two hours previously, our plane's single engine had failed mid-flight, and we'd crashed into the ocean. The skill of our 21-year old pilot, Kate, meant we had survived the impact and subsequent immersion in shark-infested waters before our rescue. Picture the scene – even, if you're feeling brave or curious, associate into it, and imagine how your NLP expertise could help.

You're airborne soaring at 500m altitude, admiring the ocean view. Suddenly the plane's single engine splutters and dies. You can hear the pilot's urgent Mayday call, see her frantically adjusting knobs and levers, and feel the plane plummet towards the ocean. There's barely time to panic – if you have any hope of surviving impact, you must act against instinct and open the plane's doors before you hit and the pressure of tons of water traps you.



Photograph: RACQ – CQ RESCUE

Your muscles tense as you brace for impact. Everything happens very quickly. You hit, submerge, then surface. Within seconds, the cabin's half full of water, with more rapidly pouring in. You have to evacuate immediately, checking that everyone's safe, and inflate your life jackets. Moments later all that's left of the plane is two meters of tail sticking vertically out of the ocean. Which rapidly disappears below the surface, taking with it all your bags, tickets, passports and possessions...

Six months on, the memories are sharp

and hazy. I remember... the strange sense of calm...the sight of Andy on the wing of the plane, frantically trying to inflate his lifejacket and yelling 'where's the f@*king red toggle?'...my haste to get both of us away from the sinking plane... Nina's wonderful cry: "Oh s&*t! My best lippy was in there! I can't get rescued looking like this!" On which surreal note, we began bobbing and waiting to be rescued...

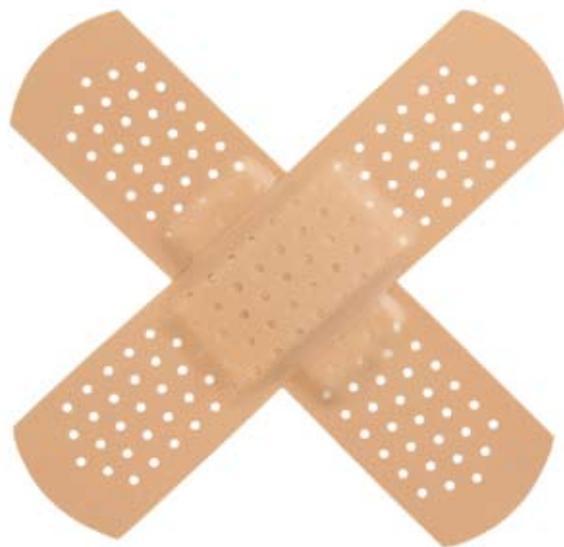
In my other life, I'm an NLP Trainer. Andy's a coach. Almost immediately we began using our NLP to help us survive. The crash, and the way we've coped since, has given us a unique insight into how NLP can help deal with such traumas. These insights and learnings seem far too juicy not to share with my peers, so with your permission I'll be doing just that in the next few editions of Rapport. Watch this space. But for now, back to you: Having thought yourself through this adventure which NLP skills and distinctions would you apply to survive, stay well, deal with trauma and go on to fly again? We can compare notes next issue. ●

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NLP

AND PAIN RELIEF

By Eve Menezes Cunningham



Not all pain is bad. We feel “good” pain when we’ve worked out that bit harder than usual and are far more aware of our muscles. Especially when they’re in places we’ve forgotten we had muscles. The pain of childbirth (I’m told) fits into the “good pain” category as the end result is so worth it.

Most people do whatever they can to avoid pain. But even “bad pain” has its uses. It tells us when there’s something wrong and forces us to investigate further.

People with the rare disorder known as CIPA don’t have any way of registering pain. This means they’re at risk all the time. They continue to run on broken bones, hold items that are actually burning them and do other things that sound so painful they’re making me cringe just thinking about it.

But most of us feel the pain of injuries, illnesses and exceedingly hot and cold temperatures. This makes us react instinctively to prevent further damage.

I was interviewed by another journalist about endometriosis today. Talking to her reminded me how bad it was when I was in daily pain without knowing what was wrong or what I could do to ease it. But the clear signal that something wasn’t right with my body made me persevere in getting a diagnosis and treatment.

Several years on, by taking extra care of myself, I’ve learned to manage the pain so that I’m only on painkillers for a few days at a time. Things like eating well, cutting out alcohol, doing yoga, making sure I get enough exercise and sleep and so on aren’t wellbeing luxuries but health essentials.

It was important to me to find natural ways to deal with my pain. I’d met other women with endometriosis who’d actually lost their hearing and sight and had other terrible side

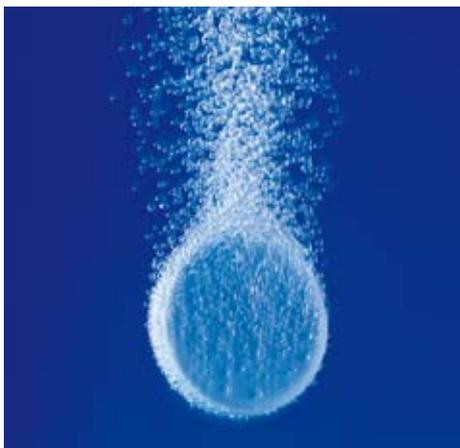
effects from the medications.

Before I started getting better, though, I wanted nothing more than for one of the doctors or specialists to tell me “This is what you’ve got and this is how you fix it”. Instead, it was a long process of trial and error.

I began using crystals for self healing because nothing else was working. When I held a stone over the pain, it dissipated in a way that impressed me so much, it led to my training and qualifying as a crystal therapist.

Hypnotism or visualisation might work well for you. I’ve had some success with visualisation exercises but have needed to feel good enough to begin with in order to get the most from them.

Ultimately, my pain empowered me to learn to listen to my own body (instead of relying on doctors and specialists) and to figure out what I needed myself. I became interested in complementary therapies (to help relieve the pain). This led to my training as a coach and coaching myself to become a freelance journalist. As well as loving this new work, I needed to find something that would enable me to work from home when necessary.



Even though I often work longer hours than I ever worked in an office, I can manage my time so that I give my body a break when I need it without letting anyone down.

I now see the pain as a blessing as it forced me to reassess my whole life and make shifts until I could manage. The huge changes I made to my lifestyle have already made me much healthier overall than I’d have been if I’d continued on the “my body lets me get away with treating it like rubbish” track.

Training as a coach and in NLP taught me about resourceful states. This helped me psych myself up enough to get better treatment from my GP than I’d received when I’d been turning up feeling victimised each time.

Chronic pain is exhausting. Learning to keep my outcome (a diagnosis and treatment plan that would work for me) in mind was especially helpful. But I’d already had surgery by the time I started this training so had experienced some relief from the pain already.

Yoga has helped me enormously, too. The challenging part is to practice each day, even if I’m just at home. By opening up and stretching different parts of the body, yoga can help alleviate tension and stresses. It’s also taught me to breathe into the pain instead of trying to resist it. Meditating on it and paying close attention to your body is not as easy a fix as popping some pills. But there are no side effects – it’s definitely worth trying with an open mind.

The American writer, Maya Angelou said, “Just because you’re in pain, doesn’t mean you have to be a pain”. I heard this expression at the right time for me. I knew enough about her life to know that she was no stranger to pain. Ultimately, I found that by focusing on my pain as little as possible (instead of it being my whole world), it really did get better. ●



If you're in pain, use your NLP knowledge by:

- Reminding yourself that you can choose a resourceful state and that this will help you much more than curling up in a heap (I know the feeling) under your duvet.
- Setting well-formed outcomes which you can then adapt as necessary.
- Being flexible and open to trying whatever might work.
- Experimenting with hypnotherapy, visualisation and trance work to help you ease or manage your pain.
- Reminding yourself about all the resources that are available to you. Ask your close friends and family for whatever you need. Talk to your doctors and specialists and make use of support groups, books, DVDs and other resources to help you understand more about your painful condition and things that might alleviate it.
- Playing around with the submodalities (maybe imagining the pain as a shape or colour) and experimenting to make the pain more manageable.
- Exceeding your expectations with enhanced communication skills so that no matter how frustrating the situation, you're able to build rapport and express yourself in a way that gets you the help you need.

“Just because you're in pain, doesn't mean you have to be a pain” - Maya Angelou

LEARN TO SPEAK YOUR BODY'S LANGUAGE

Sit as comfortably as you can and take some deep breaths. With each exhalation, breathe out your pain. With each inhalation, breathe in feelings of wellbeing. When you feel centred and calm, ask the painful part of yourself what it's trying to communicate to you.

Make notes of whatever words, images or thoughts crop up. It may sound incredibly strange but by paying attention to your body's whispers, it will stop feeling that it has to shout so loudly to get any attention.

Is that sore throat telling you that there's something (no matter how unappealing) you just have to speak up about?

Could a problem with your feet alert you to the fact that your subconscious is worried that you're going in the wrong direction?

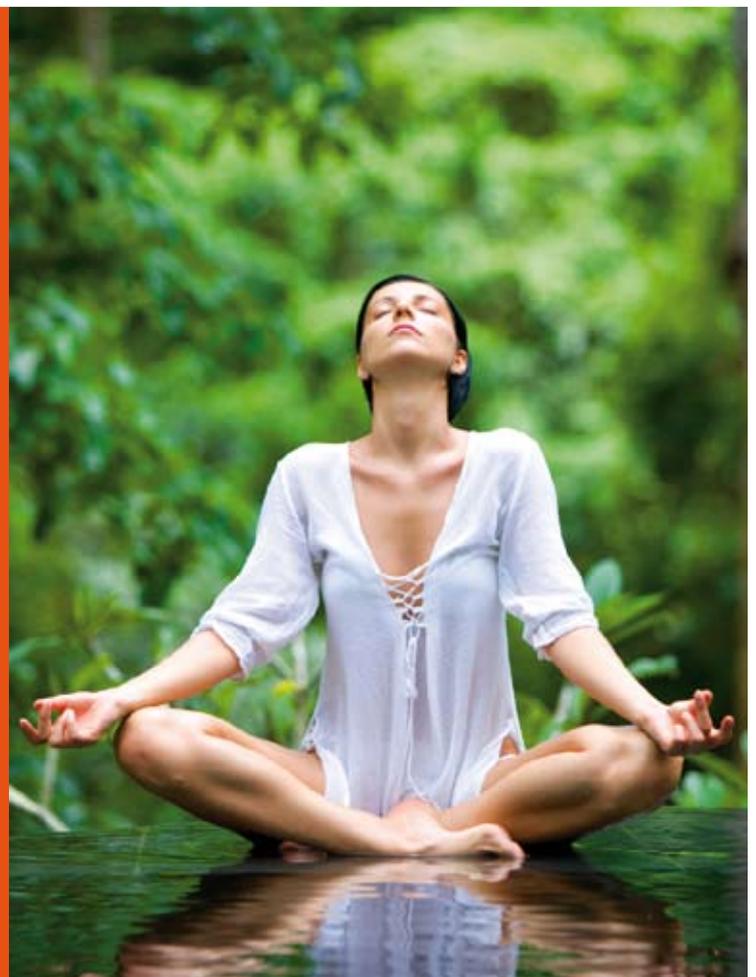
Might that knee injury be your body's way of encouraging you to find a more flexible approach to an old problem?

Maybe that backache is trying to get you to spread the load a bit and accept help and support from others?

Is that stomach upset a manifestation of your fears that you can't digest something that's going on in your life right now?

We're all different and you'll intuitively come up with the right message for yourself if you just take the time to centre yourself and listen.

If you're struggling to figure out what different parts are saying to you, Louise Hay's books might help you learn to decode your own unique signals. Debbie Shapiro's *The BodyMind Workbook* and *Your Body Speaks Your Mind* might also help.



Pain relief and **medicine**

Dr Claire Jetha trained as a GP but has a more holistic approach than most. She works at Penny Brohn Cancer Care (formerly Bristol Cancer Care Centre) in special integrative health.

Dr Jetha says, "I felt frustrated by narrowness so looked at different way to practice medicine." Now she works with complementary therapies, too. She helps her patients do other things to feel better, like working with their emotions.

She remembers thinking that many patients were having their "cancer well treated but who they are as a person was being lost along the way." The Bristol Approach includes offering psychotherapy, hypnotherapy, nutrition and spiritual healing. Treating them as an individual is a key part of the programme.

Dr Jetha also trained in hypnotherapy and set up her own practice. She says, "NLP with hypnosis is even more effective. There's lots of evidence and they can even do operations under hypnosis."

In her private practice, Dr Jetha works with women who are preparing for childbirth. She says, "I offer four sessions and it's interweaved. It's about trusting your body and helping people imagine the sensations from their womb and having a switch where they're On or Off or Halfway so they can feel but it's also taking the edge off the pain."

Dr Jetha uses hypnotherapy and NLP to help herself, too. She says, "I used to have a dental phobia but had a root filling six months ago and I did self

hypnosis." She created a CD to help her prepare and when the dentist finished and apologised for taking so long, she hadn't even noticed. She says, "A lot of pain is fear. There's a core of pain but a lot is going on around that. Working with people with cancer, breathing into the pain can change it. I use NLP techniques, imagining pain as a shape or a colour and changing it."

Dr Jetha has seen a shift in NHS Pain Clinics. While people with chronic pain used to be sent home with "huge amounts of pain killers, they're now told about meditation and acupuncture."

A lot of it is attitude, too. When we're in pain, we want someone to take it away. Dr Jetha says, "Going to see somebody when you're in pain takes away your resources. You don't feel so proactive. It tends to limit you." She recommends "finding somebody like a hypnotherapist or NLP Practitioner who can help you learn some tools and techniques which you can then use on yourself. It's about finding the right thing for the individual."

Resources

www.pennybrohncancercare.org have a helpline and hope to offer some of their courses free in the future.

www.drclairejetha.co.uk

www.louisehay.com

www.edanddebshapiro.com

www.applecoaching.com

"Going to see somebody when you're in pain takes away your resources. You don't feel so proactive. It tends to limit you."

– Dr Claire Jetha

