

# Anchor Point

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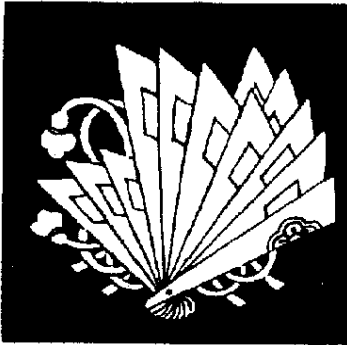
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## GENERATIVE IMPRINTING™ AND THE FUNCTION MODE

By Roye' Fraser and Ann M. Gardner, Ph.D.

Note: This is the second article in a series on Generative Imprinting, Roye' Fraser's dynamic process for building behaviors aligned with spiritual values and creating pervasive, second-order change. These articles are intended as an overview and introduction to Generative Imprinting, the process that is integral to all training sponsored by NLP America/Blue Dell Systems. Ann Gardner is one of three people in the country certified by Roye' Fraser as a Generative Imprinting trainer)



The first article in this series (Generative Imprinting, *Anchor Point*, Nov. 1990) provides an introduction to Generative Imprinting, the process for uncovering an individual's highest criteria and most creative state on a spiritual plane. Before proceeding with this article, you will find it useful to read or review the first article and complete the process for identifying the submodality distinctions of the internal representation of the core Source experience connected to your Generative Imprint.

Once you have accessed this experience, think of a word or nominalization that best represents the resource state you experience when you are fully aligned with the values and criteria that are most sacred to you and most crucial to your well-being. Words such as HAPPINESS, WHOLENESS, OR HARMONY or simply WELL-BEING may come to mind. And now think of a time when you were, in fact, acting in a manner completely aligned and congruent with this state. Fully associated into this memory, notice the internal sensation:

- ✓ While engaged in the action;

- ✓ When satisfaction (INTENT) is achieved at completion of the behavior;
- ✓ Which behavioral filter is predominant - people, location, things, information, or activity?
- ✓ Can you verbalize a powerful, positive BELIEF associated with this way of being?

As you create this interplay between the Generative Imprint, INTENT and BELIEFS, you are building the foundation for a way of being that is aligned with core Source experience.

### THE FUNCTION MODE™

In the first article, we briefly introduced the Function Mode (Fraser, 1991), a framework for understanding how BELIEFS and INTENT are manifested in behavioral performance that is congruent with the core Source experience. The diagram on page 2 illustrates the six phases in the Function Mode. Once the Generative Imprint serves as a catalyst for uncovering core Source experience and the concomitant BELIEFS and INTENT, a compelling MOTIVATION forms. Once there is

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# Anchor Point

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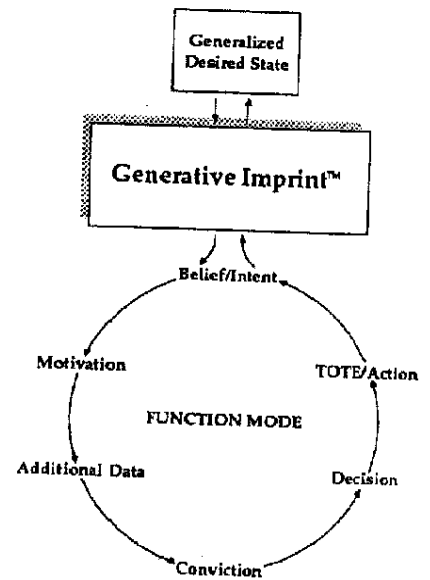
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ADDITIONAL DATA about linked internal representational experience and physiology, CONVICTION about the direction and path needed for manifesting INTENT is strengthened. Finally, by refining DECISION strategies, the individual has a basis for making behavioral choices and acting to achieve satisfaction and fulfill INTENT (T.O.T.E./ACTION), and the process recycles.

The Generative Imprint is the foundation for a new way of life; the strategies related to each phase of the Function Mode are the building blocks. And your NLP and hypnosis skills provide the mortar for ensuring that a new structure is a lasting one. When you work with clients, you carefully elicit the submodalities and sequence of the strategy associated with each phase of the Function Mode. And you will find that there are likely to be seemingly incongruent pairs of submodality clusters of what may appear to be inconsistent states that are the keys to unlocking the potency of each strategy. Listen for clues in the language patterns. A client may use an oxymoron such as "thunderous silence" when describing the auditory submodalities associated with the Generative Imprint, or may find that a combination of both "sparking energy" and "slow calmness" are critical to a motivation strategy that has staying power.

You also have to be aware of the client's different non-verbal cues associated with each phase of the Function Mode. You mirror body posture, breathing, and movements of the arms, hands, legs, and feet at each phase. Use hypnotic language patterns. Utilize the client's own key words whenever possible. Listen for Meta Model patterns, but instead of challenging them as you learned in NLP's "good old days," you utilize the patterns to create compelling new possibilities. Similarly, by eliciting the client's metaprograms, you can effectively incorporate changes into their model of the world. Finally, remember to chunk up, chunk up, chunk up, whether to the highly generalized



## FUNCTIONAL MODEL FOR GENERATIVE CHANGE

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desired state (G.D.S) associated with the Generative Imprint or to the meta-outcome linked to satisfaction of INTENT. It is then possible to create lasting change that is cross-contextualized by chunking laterally via the five behavioral filters (people, location, things, information, activity). And at each phase of the Function Mode, you must be sure that the corresponding strategy carries INTENT.

### CASE EXAMPLE

In the first article, we introduced C.M. a 35-year old Chinese-American martial arts performer and trainer. We learned that her Generative Imprint is closely linked to her Chinese heritage and is represented by a visual image of a female warrior with the "sword of enlightenment." Examining her strategies associated with each phase of the Function Mode will illustrate how the Generative Imprint and the concomitant BELIEFS and INTENT (carried through each phase of the Function Mode) have enabled her to find the direction she was seeking when she began the process, with "integrity, compassion, and purposeful groundedness," her G.D.S. Descriptions of

C.M.'s experiences at each phase of the Function Mode are included below. A few of the most pertinent submodality distinction and physiological and verbal patterns associated with each phase are also included.

### BELIEFS AND INTENT

As we have said, powerful positive beliefs correspond to the Generative Imprint. By asking how the Generative Imprint is manifested in behavior, and how, in turn, satisfaction (INTENT) is represented in internal experience, the client begins the first phase of the Function Mode. C.M. experienced satisfaction of INTENT as:

- **Visual:** gold light all around, seen as an aura emanating from her whole body;
- **Auditory:** high pitched but soft laughter, own voice;
- **Kinesthetic:** tight drawing beginning as a tightening in her legs and then a tightness in the abdomen; sensation of a triangle from legs drawing up and out of her head;

- **Physiology:** sequence starts with a slight forward bending and exhale then a drawing in of air through the nose accompanied by slightly arched back and elevation of chest and shoulders; brief flexing and unflexing of fists at the end of the sequence;
- **Nominalization:** "joyous satisfaction - fulfillment;"
- **Verbalized Belief:** "I have honored everything I have been meant to be; this is my essence."

### MOTIVATION

A motivation strategy that is built on this interplay of the Generative Imprint and BELIEFS/INTENT creates a means of propelling the client in a direction aimed at satisfying INTENT. When C.M. is highly motivated, she sees what she wants to do as a dissociated image directly in front of her which then turns into a quick flash of a movie of the action she will take. If the action "fits," she experiences a "jolt in the guts," a strong visceral reaction. She needs "centered calm" (one of the

seemingly incongruent pairs mentioned previously) in order to evaluate the "fit." Once she receives the "jolt" and is "on," she is highly motivated to act in a way that satisfies INTENT.

- **Kinesthetic:** tight constriction in the stomach ("jolt") followed by a sensation of heat starting in the stomach and moving up the torso and into the face;
- **Physiology:** head straight forward, hands straight out, then, after "jolt," slight movement forward.

### ADDITIONAL DATA

The purpose of this phase of the Function Mode is to identify any considerations that need to be incorporated into the overall design so that the client can embrace this new approach to living life. C.M. was asked what else she needed in order to be able to operate in this way on a consistent basis in her daily life. Three resources were critical. First, as she had recently recovered from Mono, she knew, "It's

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important to monitor my activities so that I can sustain my energy." A resource state she termed "operating in the *comfort zone*," was anchored and added to her MOTIVATION strategy. Secondly, she stated she needed *confidence* based on a realistic assessment of her physical abilities which in turn introduces realistic competence rather than unrealistic expectation. This confidence related directly back to satisfaction on INTENT. Finally, she needed to build in *sufficient time* in the motivation strategy in order to assess the "fit" of an impending action. After anchoring *slow time*, she was able to incorporate it into the "centered calm" of the motivated state, as well as subsequent phases of the Function Mode that necessitate careful assessment.

## CONVICTION

The purpose of the next phase of the Function Mode is to build a sense of

"What is the use of a house if you haven't got a tolerable planet to put it on?"

- Henry David Thoreau

CONVICTION that MOTIVATION linked to the Generative Imprint and corresponding BELIEFS will result in actions that will satisfy INTENT. The ADDITIONAL DATA incorporated from the previous phase sets the stage for building CONVICTION. As the client begins operating in the real world with the new strategies, he or she receives evidence about the effectiveness of the strategy, thereby strengthening CONVICTION. As you work with the client to establish this phase of the Function Mode, though, you elicit the naturally occurring conviction strategy and link it into the Function Mode chain.

C.M.'s conviction strategy was build on a sense that an intended action would be "lasting" over time (either days, weeks, or years depending on the nature of the activity) and that it meet her criteria of "efficacious" or "worthwhile:"

- **Visual:** sharply focused, clear image directly in front, color movie;

- **Auditory:** sound of own voice saying "yes" on the exhale at the end of the sequence;
- **Kinesthetic:** feeling of warmth or energy moving up from feet, up through the pelvis and the torso, around right shoulder then along right arm and into heart;
- **Physiology:** standing on two feet, firmly planted but with "elasticity;" elbows slightly bent, arms outstretched with fists closed ("gripping - taking a hold").

## DECISION

At the DECISION phase, the client refines his or her decision strategy to reflect criteria related to BELIEFS and INTENT. For C.M., incorporating *slow time* was critical so that she could evaluate how the proposed action would "line up" and "fit" with her criteria of "integrity" and the sense of her "essence." She said, "I have to feel like 'Wow! that's it.'"

- **Visual:** begins with dark form as an outline out in front; changes to bright, clearly focused image that lines up with a sequence of images, one behind the other, of future events related to her behavioral choice and her criteria.
- **Auditory:** An audible click when alignment occurs followed by own voice, clear and loud, with an undertone of a low growl; sounds associated with the activity are sharp and tinny, "out of range" when the action does not fit.
- **Kinesthetic:** grounded feeling in legs, hips and pelvis; awareness of energy in the pelvic region; visceral "jolt" when fit is perceived, and "feeling of power solidifies."
- **Physiology:** after "jolt," chin goes down, breathing slows down, slight forward movement and shifting of weight to the right side.

### T.O.T.E./ACTION

The last stage involves a final check to determine if action will satisfy INTENT in a manner that is congruent with the Generative Imprint and the BELIEFS associated with it. What results is a very powerful and fully aligned and integrated propulsion system with an inherent flexibility for a range of behaviors at the T.O.T.E. phase. It is at this stage that the loop which begins in the unconscious mind with the Generative Imprint comes to an end with conscious action and satisfaction of INTENT. As C.M. says, "I am at my best when I am doing these actions."

At each phase of the Function Mode, as you are working with clients, you check for congruence in verbal and non-verbal behavior with the non-verbal behavior associated with the Generative Imprint and satisfaction of INTENT. If, at the end, there is still evidence of incongruence or persistence of the limitations evidenced at the onset, recycle through the Function Mode. Is satisfaction of INTENT clearly defined in terms of a submodality sequence? Is there some element of INTENT being satisfied by a limiting behavior that has not been incorporated into the new positive sequence? In

order to reinforce the new direction, strengthen pairings of elements in the Function Mode chain. For example, strengthen the linkages between BELIEFS/INTENT and DECISIONS. Are the criteria embedded within BELIEFS/INTENT adequately incorporated into the DECISION phase? Or are the elements identified in the ADDITIONAL DATA phase build into MOTIVATION? Once alignment is achieved, the client has an ongoing means of integrating the Generative Imprint and INTENT into daily life

"I think that what we are seeking is an experience of being alive, so that our life experience on the purely physical plane will have resonances within our own innermost being and reality, so that we actually feel the rapture of being alive." Joseph Campbell

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