



## OUTCOMES UNLIMITED

*your only limitations, are your expectations....*  
252 CONVENTION CENTER DRIVE, STE. # 500  
LAS VEGAS, NV 89109  
(702) 732-1841

- Accelerated Learning
- Neuro Linguistics
- Bioscience
- Child Development

June 16, 1989

Mrs. Barbara Bush  
The White House  
1600 Pennsylvania Avenue  
Washington, D. C. 20500

Dear Barbara,

It is always my pleasure to see you on television or read about the wonderful work that you are doing, especially in promoting literacy and education! You are fantastic!

Enclosed, you will find some documents that will give you an idea of what I have been doing for the last few years, on my own. As we know, it is very difficult to get our *Professionals* to look at new technology in the field of human development and education! When what they are doing doesn't work, instead of trying something new, they have a tendency to *do the same thing, harder!*

You will find a copy of the letter that I sent to William Bennett two months ago. I'm sure he is a very busy man because I never heard a word from him! Regardless, since this program involves *high-tech* literacy education, I thought that you might be more interested in it than him! What I would really appreciate from you is some advice! If you had a program that could do all the things I describe in my letter to Dr. Bennett *and you were me*, what would you do?

As you can see from the enclosures, the terrific, Dr. Robert H. Schuller is among the many inspirational and effective members on my *team* and will be performing my wedding later this year. His message of *Possibility Thinking*, is the type of programming that we can deliver to those people in this country that wind up stuck on the *lifecycle* of illiteracy, hopelessness, despair, drugs, crime and prison! Up until now, there has been no practical, effective way of delivering this message to these individuals. I now have such a delivery system!

Thank you very much and I do hope to hear from you!

Respectfully,  
Outcomes Unlimited

Dan J. Longworth  
Director

NOTHING!

cc: Dr. Robert H. Schuller  
DJL/aa

**Robbins Research Institute**  
Division of Residential Trainings

*This is to certify that* **Daniel Longworth**

IS A CERTIFIED

**NEURO-LINGUISTIC PROFESSIONAL™**

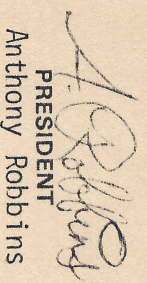
CERTIFIED UNDER THE PROVISIONS OF ROBBINS RESEARCH INSTITUTE

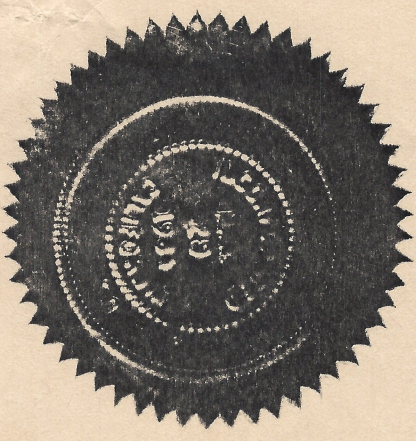
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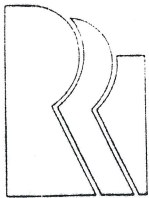
In witness whereof, The Officers of  
Robbins Research Institute have hereby  
affixed their hands and the seal of the said  
Division this 24th day of February A. D.  
1985.

Attest:

  
DIRECTOR  
Greg Simmons

  
PRESIDENT  
Anthony Robbins





## ROBBINS RESEARCH INSTITUTE

Bioscience • Accelerated Learning Systems • Neuro Linguistics • Child Development

April 16, 1985

Dan Longworth  
Southwest Outreach Association  
3521 Haverhill  
Las Vegas, Nevada 89121

Dear Dan,

As you know we cannot do the May 2nd event in Las Vegas because of scheduling conflicts and time commitments.

Tony is extremely interested in your VA programs and would like to support you. June or July seems like a practical time for our first event with the veterans. I will be in touch with you soon to discuss the matter further.

I look forward to seeing you soon.

Sincerely,

Danny Gale  
Managing Partner

DG/kw

ADMINISTRATIVE OFFICE

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LRI ASSOCIATES  
CARL F. STERNBERG, Ph.D.

2669 Spruce Street  
Boulder, Colorado 80302

(303) 443-9008

October, 1981

To Whom It May Concern:

Dan Longworth is preparing an important publication that will offer significant help and information to Vietnam Era Veterans experiencing service-related difficulties in their lives, as well as much needed help and information to the partners and families who share their distress.

I have worked extensively with Vietnam Era veterans for the last decade, and presently head a program for veterans that is sponsored by the Boulder County Veterans Office, United Way, and the Longmont, Colorado, Chapter of the Disabled American Veterans. Dan knows of what he speaks and writes. As a veteran who was in heavy combat, Dan has in his own life and relationships experienced the post Vietnam traumatic stress reaction and the displaced person phenomenon, and has overcome these. He is a long standing member of a group I lead to work with such veterans, and is very effective working with troubled veterans, both in the group and in the community.

Dan is one of the few veterans I have met through the years who is able to articulate the plight of the veteran in a way that is graphic, precise, and has a good deal of impact. He joined me in presenting a paper I wrote (on the displaced person phenomenon as it affects the Vietnam veteran) to the annual conference of the Society for Descriptive Psychology. Participants in the conference, who came from around the nation, found Dan's words to be enlightening, informative, and inspiring. Many commented that their views of Vietnam veterans were entirely changed by our presentation, and that hearing Dan, as a veteran, speak so eloquently on the topic as he did heavily influenced the way in which they as professionals will now treat veterans in their clinical work.

I heartily recommend Dan be given every assistance in bringing to publication the important work that he is developing. Please feel free to contact me for additional information.

Sincerely,

*Carl F. Sternberg*

Carl F. Sternberg, Ph.D.

SUNDAY

# Business

## Brain boosters



—Photos by Paul Wadehouse

Above, Edmonton inventor David Siever adjusts his DAVID 1 for Linda Leatherdale. Below right Siever wires up Linda on his TENS machine. The TENS machine is used to control pain.

STORIES By LINDA LEATHERDALE

Giant goggles flicker rhythmic light patterns before your eyes. Headphones pump the sound of a heartbeat into your ears.

You start to relax.

Your stress level drops and soon your anxieties disappear.

Your eyes behold a span of beautiful shapes and colors culminating in a mystical shade of blue.

You begin to meditate. And if you want you could succumb to an hypnotic trance.

Welcome to the new revolutionary world of science-fiction "brain boosters" — a world of new technological gadgetry that promises to unleash the powers of the mind.

And for many innovative and daring business professionals — a chance to overcome psychological barriers to success.

"Fear is the biggest obstacle to success. We fear being prosperous. We fear failure. We fear change in our lives," says Edmonton inventor David Siever. "And we have been conditioned to fear since childhood."

Siever, a former University of Alberta dentistry lab technician, invented DAVID 1 (Digital Audio/Visual Integration Device).

And although it was originally developed for a Fine Arts professor who wanted to help an acting student overcome stage fright, it is now being used for numerous clinical applications (weight control, pain and stress reduction) as well as subliminal goal setting and success orientation.

Siever formed his own company — Compro-Tronic Devices Ltd. — to market DAVID 1.

In the U.S., a similar machine under the whiz-bang handle, Synchro Energizer, is being marketed.

Here's how the machines work.

According to *Mega Brain*, a book on new tools and techniques for brain growth and mind expansion authored by Michael Hutchison, flickering lights cause the brain's electroencephalograms to change and take on the rhythm of the flashing lights.

The book quotes well-known neuro-

scientist W. Gray Walter: "The rhythmic series of flashes appear to be breaking down some of the physiological barriers between the different regions of the brain."

Siever, who helped prepare a paper for the European Congress of Hypnosis, explains further.

He said the stimulation allows flow of thought from the conscious to the subconscious, thus inducing subliminal messages and hypnosis more quickly.

Those messages could include positive thoughts to boost confidence, poise and self esteem.

Siever explains through hypnosis a user may also recall a fearful event that could be causing anything from stage fright to mental blockages at board meetings.

"For example, a person may have a terrible fear of making a presentation at a board meeting because when he was a child he was laughed at when he made a presentation to his class," Siever said. "In hypnosis, we can take the user to that experience and try to help him overcome."

But Siever explains it's not always a fearful experience that's the stumbling block.

It may just be negative thoughts winning over positive ones.

"We're told as an early child you can't do this, you can't do that. So you come to believe you can't do anything. But if you can get to the subconscious and remove those negative thoughts, the sky could be the limit."

Siever has also conducted research in Trans-Cutaneous Electro Neural Stimulation (TENS), which is the use of mild electronic shock for pain control.

Science-fiction brain boosters have finally arrived.

And with them a pleasant, mentally energized feeling that lasts for hours after stimulation — and makes you feel as if you could move the earth.

MICHAEL HUTCHISON!!

SOUNDS

## Notes From the Underground

**I**N THE FRIDAY-EVENING RUSH at the Times Square subway station, a crowd of 50 has formed a tight circle near the shuttle. Has somebody been hurt? Robbed? Then music—the haunting panpipe sounds of the Andes—begins.

For the past two months, the Jayacs, a group of five Otavalo Indians from Ecuador, have been playing at subway stations all over town as part of the MTA's Music Under New York program. The city does not pay the groups but gives them tokens and lets them keep all donations. (The Jayacs also sell dozens of cassettes each

week, at \$8 apiece.)

With their long braids and colorful serapes, the Jayacs—whose name means “power and strength”—are a bright spot on the grimy trek home. Playing *zampoñas*, two bamboo panpipes tied together; the *charango*, a ukulele-like instrument; guitars; and a *bombo*, a big calfskin drum, the band makes joyous sounds that reverberate through the tunnels.

“We make just enough to pay the rent and the phone bill,” says Marcelino Tabango, 26, the band's leader. The five live together in a two-room basement



The Jayacs: Coming soon to a subway station near you.

apartment in Corona, and “the phone calls back to Ecuador are very big.”

Like the characters in their crowd pleaser *Nuca Llacta*,

the musicians long for their hometown, Otavalo, where they raised corn, wove textiles, played music, and river-rafted on balsawood boards. Three years ago, Tabango decided to sell some of his land so he could study agronomy at Brigham Young University. He brought along his brother Luis, 19, who studied at Provo High School. The brothers decided to play music full-time to earn money for school, so in October, they brought up the rest of the band: their uncle, Luis Enrique Maigua, 37, and his son Luis Amado Maigua, 13—a prodigy who plays all the pipe and string instruments—and their cousin Oscar Farinango, 19.

“New York is so different from our hometown,” says the elder Maigua, “the buildings, the food, and the women.” The musicians say they like to watch wrestling on TV and wish they had cable “because HBO has all the good movies.”

The Jayacs, who wear hats to ward off evil spirits, haven't had any trouble in the subways. “Most of the people in New York,” says Tabango, “respect us.” JOANNA MOLLOY

MODERN TIMES

## POWER TO THE PEOPLE

**P**EOPLE SAY, “YOU changed my whole life. I automatically stopped drinking,” or “I'm getting along so much better with my boss and boyfriend,” claims Christine Zerrer, a friendly, soft-spoken woman who runs the Synchro Energize Center in SoHo. “New York is the place where the Synchro Energizer is needed most . . . on the whole planet.”

Since opening the doors of her softly lit, incense-perfumed loft last April, Zerrer has been offering a “quick brain tune-up” to some 100 customers each week. “A combination of light, sound, and electromagnetic waves gives it its kick,” she says.

To get “energized,” clients lie down on a bunk bed, a water bed, or a “biomagnetic”

futon. They then don goggles lined with flashing white lights, which produce patterns in color or black and white.

“Everyone sees something different,” says Zerrer. “Colors vary from person to person, even from day to day.” Customers also wear headphones and listen to New Age music or natural noises from one of 70 tapes that play synchronously with the flashing lights. “It's an advanced version of chanting

or tribal drums,” Zerrer says.

Clients—who range from rock stars to artists and businessmen—can choose sounds of the ocean, an English meadow, or even the Okefenokee Swamp. The sensation is at first startling, then relaxing; some people even go to sleep. “Clients appreciate that it's very time- and cost-effective,” says Zerrer. “It makes them feel like they went on a week's vacation in 45 minutes.

It gives people the strength they need to deal with day-to-day hassles.” Patented in 1980 by Cleveland psychiatrist Denis Gorges, the Synchro Energizer is becoming popular around the world, especially in Japan. The machine is said to increase IQ, reduce boredom and depression, raise self-esteem, lower stress, and stabilize emotions.

And, for those who get hooked on the system, there's the Relaxman, a portable version designed for home use that costs \$600.

ALEX PRUD'HOMME



Getting “energized” in SoHo.

OVERHEARD

AT AN UPPER EAST SIDE gallery, one staffer to another: “Well, if she's an art dealer and can't tell blue from green, she's already in trouble.”

FLORENCE FLETCHER