

Discover the Power of
TimeWarp Technologies™



Small Changes

Subtle Communication Systems, LLC

Infinite Results

Enhance your **M**otivation....

Become more **O**ptimistic....

Improve your **R**elationships....

Maximize your **E**njoyment in all ways....

Edited and published by Joel P. Bowman and
Debra Basham for SCS Matters, LLC
March 2007

TimeWarp Technologies™ Newsletter

Welcome...

Here is your TimeWarp Technologies™ Newsletter for March 2007. This newsletter may be duplicated and distributed to those who share an interest in Energy Medicine, neurolinguistics—especially Neurolinguistic Programming (NLP)—and spirituality.

This month the featured articles are “Orlando, 2007,” by Joel; “No Free Feels,” by Debra; “Thawing Out,” by Joel; and “Thermostat or Thermometer,” by Debra.

Orlando, 2007

As we have been fortunate to be able to do each year, Debra and I scheduled training with Richard Bandler and John La Valle. This year the workshops we elected to attend were “Persuasion Engineering®” and “Meditation, Magick, & Change.™”

Debra and I stayed at a Park & Fly close to the Detroit airport the night before our flight to Orlando. The weather in Michigan had been cold but was supposed to warm up. It didn't. When we got up in the morning, the temperature had dropped, and the wind was blowing at near gale force. It was *cold*. After a quick breakfast, we took the shuttle to the airport. Our flight was delayed about 40 minutes. Taking off in a stiff crosswind was an experience we would not choose to repeat. The guy in the seat in front of

us called his therapist right after we landed, and we heard him say, “I thought I was going to die....”

In spite of our delayed departure, we arrived in Orlando on schedule and were soon settled into the motel. We called it a night early. The next morning we completed the registration process for “Persuasion Engineering®.” While we were waiting for the workshop to begin, we had the opportunity to reconnect with people we had met at previous Bandler/La Valle workshops and to meet new people. The participants numbered about 130, and approximately 50 of them were from the same Swedish company—Hästens, makers of the best beds in the world.

We had a good group of fellow participants, including three people who had trained with us in SW Michigan: Melody Kirby, Joe Willmeng, and Sarah Stocker. Most of the participants had had some previous experience with NLP, which made understanding and completing the exercises easier. Among other things, we practiced *anchoring* and using language patterns to elicit information and to influence in appropriate ways.

The three-day workshop covered a lot of territory, from “cold calls” to addressing customer/client concerns, to closing the sale. The approach to sales and negotiations offered by Bandler and La Valle differs from most sales

training programs in its emphasis on attitude, flexibility, and outcome. The NLP attitude is based on the psychological and emotional states of happiness and desire. One of the tenets is that if you don't feel good about the product or service you are selling, find a new product or service to sell. Flexibility is based on the ability to recognize the real needs of your clients or customers and to meet those needs even when you need to direct them to someone else's product or service.

Persuasion Engineering® is a stand-alone workshop in that participants do not need a background in NLP to benefit from the concepts and exercises. As long as you are familiar with your product(s) or service(s) and/or understand situations and audiences where you would like to have greater influence, Persuasion Engineering® would be a good investment—and a good introduction or addition to your understanding of “Bandler Technologies.”

We spent Friday, Saturday, and Sunday (23-25 February) in Persuasion Engineering® and then had a day off on Monday, most of which we spent catching up on sleep and planning ways to incorporate what we had learned into our desires for SCS. “Meditation, Magick & Change™” started on Tuesday, the 27th of February. This latter workshop focused on what might be called self-improvement or “personal enhancement.” It is designed to eliminate old beliefs that no longer serve your purposes and to install new beliefs that automatically lead to incremental improvement. As was true in Persuasion Engineering®, Richard Bandler was usually on stage in the mornings, and John La Valle took the afternoons. Also as usual, Richard's principal focus was on telling stories—metaphors—designed to install the beliefs that change is not only possible, but also easy and that infinite options and possibilities are available for you when you open yourself to them now.

One of the most interesting things about Richard's use of *teaching stories* is the way many of the participants in the workshop misunderstand his purpose in telling them. During the breaks, several people said something to us about Richard's telling interesting stories, and then asked when he was actually

going to start “teaching.” During the workshop itself, one person actually asked him when he was going to finish the story about “the woman in the kitchen.” Those of us who understood Richard's use of looping as a teaching strategy laughed. Richard said, “That isn't how this works. I'll get back to her ... and to you....”

Many of the exercises in this workshop were designed to teach participants how to go into a meditative trance state quickly and easily. The theme was that magic happens when you use the power of trance to eliminate limiting beliefs and expand your options and ability to enjoy the varieties of daily experience. The old spelling, “Magick,” is used to emphasize the alchemical nature of trance. To celebrate the possibilities of creating new and wonderful options, Richard and John sponsored a night of magic, complete with cocktails, hors d'oeuvres, and a magic show featuring an exceptionally talented magician.

Debra was the demonstration subject for the last exercise of the workshop. John La Valle used her to demonstrate how you can use your *timeline* to move resources from the future into the past so that they can help you achieve your desired objectives in the present. One of the things that sets NLP—and all the “Bandler Technologies”—apart from traditional approaches to psychological and motivational strategies is the way they work quickly and easily by combining both conscious and unconscious resources.

Bottom line: These were wonderful and wonderfully effective workshops, and you may want to put them on your calendar for next year.

No Free Feels

I was riding on the stationary bike during this cold snap that had me exercising indoors rather than outdoors where I usually am. So as I was reading *Getting Paid: 5 Tips to Help You Avoid Working for Free*, in the February/March 2007 issue of *Massage & Bodywork* I thought what it would mean to begin to use the phrase *no free feels* to remind us to avoid working for free. Joel says it is not proper business language to tell someone to *feel free* to _____. The way he had his students remember the rule was with the catchy

phrase *no free feels*. It is wonderful how something so simple can allow you to hold onto a profound truth.

The author, Cynthia Bologna (I admit I had to wonder if that is her real name), asks what other group of highly trained professionals are regularly asked to work for free or at a reduced rate. She says most of us in massage therapy, energy medicine, and related integrative health professions are caring people with big hearts, and so we have often been uncomfortable with the issue of money—especially how much we charge for a session.

If you have decided that you deserve being paid for what you do and that you are glad to have the work you do be valued, Bologna's article offers five pretty snappy hints for how you can take charge of your professional life. I have summarized them below, but if you are a member of ABMP, you can read the entire article for yourself:

1. When asked to volunteer your time, simply respond with, "When I volunteer, it's usually with a skill I don't need to make my living."
2. If someone asks about a sliding scale, tell them you offer half-hour sessions for half of your regular fee.
3. A simple, "I'm not financially able to provide professional services for free. I'm sure you know how that is," when asked by a hospital to set up your table for free at their health fair, can lead then to your offer to work for \$1 a minute.
4. When asked to trade, the author tells the person he or she is too healthy for her to work with (her clients are all suffering from chronic or life-threatening illnesses), or she says she prefers to pay people for the work she receives, so she does not trade.
5. If you know they are available, refer those looking for sessions for some small amount to your local massage school, if it has students who need people they can practice on.

The author's goal is to motivate all of us so that we can be seen by the public as skilled

professionals who are valued for what we do and who deserve to be paid for the contribution we make to the overall health and welfare of our clients.

If this is not sufficient motivation for you to adopt professional financial standards of practice, you can be inspired to do so by Richard Bandler's saying that *the best to help poor people is to not be one*. Today I was reading about Oprah's donation of \$40,000, 000 to build the school for girls in Africa. While it may be a while before we are able to be that generous with our discretionary monies, these five steps and the heart of understanding of self-honoring they represent may just be the first steps to your first million....

Thawing Out

Here in Michigan, as is true for much of the upper Midwest, we have recently been enjoying (or enduring) a spate of below-zero weather, high winds, and heavy snow. It is, of course, winter in the Northern Hemisphere, and in spite of global warming, snow and cold are considered normal for this time of year. March typically signals the beginning of the change of seasons, when winter gives way to spring. The days grow longer and warmer, as the icy grip of winter begins to loosen and melt away.

Winter is an apt metaphor for what my (Joel's) grandmother called "the hardening of one's heart," the closing out of all warmth and love for fear of additional emotional wounding. The hardening of the heart is a psychological defense mechanism in which compassion and empathy are muted in response to previous trauma. Simon and Garfunkel capture the essence of this defense mechanism in "I Am a Rock":

A winter's day
 In a deep and dark December;
 I am alone,
 Gazing from my window to the streets below
 On a freshly fallen silent shroud of snow.
 I am a rock,
 I am an island.
 I've built walls,
 A fortress deep and mighty,
 That none may penetrate.
 I have no need of friendship; friendship causes pain.
 It's laughter and it's loving I disdain.
 I am a rock,
 I am an island.

A rock, after all, feels no pain, and an island never cries.

Centuries earlier, Dante depicted Satan in the deepest recesses of Hell (the Ninth Circle), where he was locked in ice. Early in *Paradise Lost*, John Milton has Satan saying confidently, that “The mind is its own place, and in itself can make a Heaven of Hell, a Hell of Heaven.” This proves not to be true, however, and by the end of the epic, Satan is saying, “Which way I fly is hell; I myself am hell,” Those of us who have been locked in our “fortress deep and mighty” have no place we can fly to escape the ice of our self-created hells. Wherever we go, we take our “fortress” with us.

Leah Ke, a doctor of Chinese Medicine and master acupuncturist, uses the metaphor of a *fake pulse* that masks the real pulse hiding beneath, fearing to reveal the individual’s true state of health. The fake pulse is the equivalent of the snow and ice that shroud the fertile soil that lies beneath, protecting the life that awaits the arrival of spring. The cycle of the seasons—winter will become spring which will, in turn become summer—gives those of us who have established a shroud of defense mechanisms a vision of thawing out, of warming to the increasing light and possibilities for the bloom of new growth.

Even a deep and mighty fortress requires constant maintenance to avoid giving way to the forces of light and life. Without maintenance, the strongest brick building can be returned to sand by the ivy attached to its walls. We maintain our fortress, our fake pulse, by the stories we tell ourselves about who we are, how safe we are being in the world, and how safe we are in relationships with others.

If the entire planet tells a new story as spring arrives, who are we to do otherwise? The good news is that we can allow the longer days and increasing warmth from the sun to awaken the “real pulse” that has been hidden beneath the shroud of our psychological defense mechanisms. We can recognize that wherever we go, and with whomever we spend time, we can be safe from any self-wounding that had led us to become like a rock or an island, feeling no pain and shedding no tears.

The irony is that giving ourselves permission to be vulnerable actually helps keep us safe by allowing us to develop the kind of trust in the process that lets us “go with the flow,” enjoying each season in turn: crocus and tulips in early spring, daffodils in late spring, roses in summer, maple trees in the fall, and mighty pines in the winter. As long as our hearts are warm and loving, even in the deepest, darkest days of winter, we can warm to the joys of sharing a hot tub or the glow of a fire with those we love.

Thermostat or Thermometer?

Not too many sermons stay with a person longer than it takes to get out of the church parking lot, but I have actually remembered an illustration (metaphor) from one I heard probably 20 years ago. As I remember it now, the central idea was whether a young person was a leader or a follower, and the title was Thermostat or Thermometer? Given the current research on emotions, and my own observations about what I would call the downside of empathy, that is an important question for all those in the healing profession and probably for everyone.

I went to Wikipedia, the free, online encyclopedia, for a definition of the word.

Empathy: (from the Greek word meaning “to suffer with”) is commonly defined as one’s ability to recognize, perceive and directly experientially feel the emotion of another. As the states of mind, beliefs, and desires of others are intertwined with their emotions, one with empathy for another may often be able to more effectively define another’s modes of thought and mood. Empathy is often characterized as the ability to “put oneself into another’s shoes,” or experiencing the outlook or emotions of another being within oneself, a sort of emotional resonance.

I had the privilege to make a home visit to a woman who had recently become a hospice patient. It is never an easy thing to witness another’s suffering, but the closer one is to the one in pain, the more important it is to remember the question about the thermostat and the thermometer. A thermometer measures the temperature of a space (even if that space is the inside of

a person); however, a thermostat actually sets the range of temperature for a space.

In *Social Intelligence*, Daniel Goleman says: "When we attune ourselves to someone, we can't help but feel along with them, if only subtly. We resonate so similarly that their emotions enter us—even when we don't want them to" (p. 26). Although we have heard that misery loves company, an individual who is feeling low, whether an ill adult or a devastated adolescent, does not need company as much as he or she needs a lift. When we encounter someone in pain, we want to be the one to set the range for the emotional tone. It makes sense to understand it this way because the emotions we are around have lasting impressions, and we can be the one to understand how to shift them for the better. Reframing is a great way to do this.

Joel often calls me the Queen of Reframing. Be that as it may, the skill you can develop is simply to choose what you want to be, a thermostat or a thermometer. As a thermostat, I was able to remind the friends of that patient that souls don't get cancer and that a person's consciousness/soul/energy remains vital even at times when the body is very challenged and experiencing enormous pain. It is remarkable what holding that awareness does for all involved.

Some people ask me how I am able to do that. It is more a matter of why I am able to. It is easy to do when you recognize the cost of not being able to set the emotional tone and the benefit of your being able to do that with more and more consistency.

If someone you love were in quicksand, you would not jump in thinking you could help. You would stay out of the quicksand so you could help. Think about an emotional quagmire the same way. Because you want to be of support and genuine help, you take yourself to whatever thoughts, beliefs, attitudes, and behaviors that

will allow you to start to (you can't fake energy) vibrate at the highest emotion the other can attain (match) at the moment. Maybe the best feeling one can have at the time is a desire to feel better. You can relate to that desire, which *paces* the other's current state. You can now begin using the techniques you have in your tool kit to move yourself to a better feeling place, which *leads* the other in that direction as well.

As a thermostat, you are the one who can make a difference, especially at times when it seems nothing can be done.

What's Coming Up?

The next regularly scheduled SCS training will be "Relationship Dynamics: Dynamic Relationships," from 20 to 24 April in St. Joseph, Michigan at the Priscilla Burns Heritage Center. This training is part of the NLP series and could serve either as your introduction to NLP or as your continuation on your path to the certification you desire. Licensed Practitioner of NLP requires successful completion of two of the five-day workshops, and Licensed Master Practitioner requires successful completion of three the workshops in the series.

The real question is where you want to go next.... We continue to be open to suggestion and invitation to offer the workshop of your choice at your convenience. When you sponsor an SCS workshop, you have the advantage of bringing the workshop to you instead of going to the workshop, and your commission for sponsoring the event will undoubtedly cover the cost of your tuition—and perhaps even more. To learn more about sponsoring one of the workshops in the SCS list of offerings, call Debra at 269.921.2217, or send her a quick email message:

debra@scs-matters.com

