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Edited and published by Joel P. Bowman and
Debra Basham for SCS Matters, LLC
April 2011

The SCS *Beyond Mastery* Newsletter

Welcome ...

Here is your *Beyond Mastery Newsletter* for April 2011. This newsletter may be duplicated and distributed to those who share an interest in Energy Medicine, neuro-linguistics—especially Neurolinguistic Programming (NLP)—and spirituality.

This month the featured articles are, “Smarter than a Smart Phone,” by Joel; “Awaking Your Inner ‘Stan’,” by Debra; “How Do You Know?” by Joel; and “Either Or? Both And!” by Debra.

Smarter than a Smart Phone

If you’re a fan of the TV show “Jeopardy,” and perhaps even if you’re not, you’re aware that two of the show’s all-time champions recently competed against an IBM supercomputer named “Watson.” (I assume—but haven’t seen anything about it—that Watson is so-named because Thomas Edison’s assistant “Watson,” was the recipient of the world’s first phone call: “Watson, come here. I want you.”) By now, those who read or watch the news know that Watson managed to beat the humans on the show. In a subsequent match, however, it lost to U.S. Rep. Rush Holt (D-NJ).

There’s no doubt that machines are getting smarter. On a personal level, the “rise of the machines” may not be fully obvious. Those of us who are old enough can remember telephones from the days when party lines were common, and telephones came in any color you wanted as long as it was black. Finding a number was a matter of searching through a phone book, and dialing was accomplished by putting a finger in the appropriate receptacle and rotating the dial. Phones were all connected by thousands (probably millions) of wires, which are now called “land lines.” Now we have “smart phones” that connect by a wireless system and respond to the command, “Dial!” They also have

built-in calendars, cameras, and a slew of “apps” for a wide variety of purposes. It is easy to see why they are called “smart” phones.

I have one now. I wasn’t the first on the block to get one, but I am quickly learning why so many people have them. When I recently lost power during an ice storm, I was able to maintain contact with the outside world with my new phone. I could send and receive email, check weather reports on the Internet, and even video Skype with Debra in spite of having lost power and my land-based connection to the Internet. It may not be on a par with IBM’s Watson, but is a lot smarter than the phones I grew up with.

I also have a new Kindle, an e-reader. Not long ago I was looking at my collection of books. As an English major in college and graduate school, I accumulated a lot of them. I have also bought a lot of them since my college days. While I have given a few to Goodwill or to friends, I have kept most of them. I still have books I bought as a college undergraduate in the 1960s. At this point, they aren’t really readable, as their pages are yellow and prone to tearing, and the glue in their spines has dried out to the point that they can’t be opened without cracking.

I had been thinking about the need to eliminate some of my books for a while, and the convincer was when I bought a new copy of a book I already owned. I had lost track of the first copy and discovered it only while looking for something else. It’s one thing when Harvard has more than one copy of a book, and it’s another when I do. At that point, I decided to get a Kindle. I am too new to the Kindle to have decided how well I like it and to know whether it will serve well in place of “real” books. Based on sales reports of e-books and the old-fashioned kind, however, I can tell you that e-books seem to be the way of the future. It won’t be the first time that a technology has been

left behind. The Guttenberg press, for example, may still be able to print, but it is easier, faster, and better to set type electronically than it is to set type by hand.

The principal question here, however, has to do with how well you are adapting to changing times. I remember being seated next to my mentor in business communication during a convention presentation on emerging communication technologies and hearing him say, "I'm glad that I'm about to retire." I also remember my father's annoyed response to a TV commercial: "I don't know what dot-com means!" Keeping up with the times isn't always easy, but failure to keep up eventually results in the isolation of obsolescence.

The main thing is to be aware that the natural process of evolution happens to everything, including technologies. Adopt too soon, and you risk buying into something that fades out of use quickly; adopt too late, and the technology will have moved on without you. Allow your own evolution to be your guide, and be quick to adopt those things that will best serve your purposes. In adapting, you'll be surprised at how many new neurons you grow, and how learning how to do one new thing leads to a variety of new learnings and changes in perspective.

Awakening Your Inner "Stan"

Way back in the days of full-service gas stations, a minister waited in line to have his car filled with gas just before a long holiday weekend. The attendant, a member of the church, worked quickly, but there were many cars lined up ahead of the minister.

Finally, the attendant motioned the minister toward a vacant pump. "Reverend," said the young man, "Sorry about the delay. It seems as if everyone waits until the last minute to get ready for a long trip."

The minister chuckled, "I know what you mean. It's the same in my business."

Jean Huston's Mystery School for 2011 has the focus of "Doing What You Were Born To Do." She says to "invite a consultation" with the deepest part of your creative brain, the part of your body/mind that she calls the "belly brain," the part that is always keeping one eye on that long trip, so important things are addressed now, rather than waiting until the last minute.

In January, while I was in Florida, I was fortunate to see Bob Milne, a tremendously gifted ragtime pianist, in concert. I have seen him in concert several times before, and it is always a mystical experience, but this time, my mystical experience was amplified, and began even before Bob (<http://www.bobmilne.com>) took the stage.

We were staying about 45 minutes North of where the concert was being held, and Bob's website had listed the concert as starting at 1:45 p.m. Two friends had come to stay with us, to attend the concert, and as we were readying ourselves, I made the suggestion to pack a picnic, make the drive, find the location, get our tickets, and then eat lunch.

When we arrived, we discovered the concert actually started at 1 p.m., rather than 1:45. Boy, were we ever grateful that we had arrived early! We got our tickets, claimed our seats, then sat down at a couple of benches in the courtyard right outside the doors to the auditorium to enjoy our home-made chicken salad sandwiches, some chips, and some yummy fresh-baked cookies.

We were about finished when a man from across the courtyard headed our way. My friend, Nancy, said it was as though I drew him in. She said it seemed to her that I began to hawk our wares, saying, "Chicken salad sandwiches...." All I know is that this man was soon part of our picnic, making himself right at home, even using our makeshift spoon (a part of my paper plate torn off, folded over, and used to scoop the salad onto the bread) with ease. He said he had not had time to have breakfast, and "the vending machines are not open."

Earlier, those taking our tickets had made a point of telling us the lounge was closed because of some of the renovations, and this man must have arrived thinking he would be able to get something to eat. I remember hearing him say, "I am hungry," either in words spoken audibly, or perhaps in that silent reaching out when you know you have a need that you sense can soon be met.

However it all came to be, "Stan" ate a sandwich, some chips, a couple of cookies, declined a bottle of water, but accepted the last chocolate chip cookie, when offered a choice between that and the last oatmeal raisin one. This is how our surprise guest became part of our shared journey. We each reflected on the willingness to look around and see the possible ways to meet your needs and desires, and to unashamedly receive the gifts available.

Jean Huston says your belly brain holds the earliest memories of your soul's journey in this lifetime. "This part of our body/mind also provides us with wisdom about the appropriate path for enjoying rich and fruitful lives. It keeps us walking forward on the right path for us, the Yellow Brick Road that leads us toward achieving our Second Destiny, our life's true mission."

Jean says this moves you to the softer edges of desiring, where everything slows down and you begin to sense "profound intimacy with the universe, the earth, and all who dwell therein." She assures folks that "waiting just inside our truest desire is a clue to the gift we were born to carry into life during this lifetime."

She says one way to become aware of this gut-level wisdom, is to just sit, and begin breathing quietly. Begin asking yourself three gentle questions: (1) What do I know about my gifts? (2) What do I know about the right path for me to offer those gifts? (3) How do I feel about being on that path?

Stan was hungry that day and he could see that we had food. He was able to receive fully what he needed. You can do the same. You can awaken your inner "Stan." When you do this on your own, you will sit

and breathe until an answer arrives that feels right to you. Huston suggests that you create a physical personal Vision Board. You can even draw a beautiful Yellow Brick Road as your personal pathway, and sense yourself embarking on it. Thankfully, this way you are able to give your creative gifts freely and meaningfully, knowing that *you cannot fail*.

How Do You Know?

One of the universal *Metamodel* questions is, "How do you know?" The other is, "What do you mean?" The use of these two questions can help resolve the vast majority of interpersonal differences. Admittedly, this article was inspired by much of the current political discussion in the U.S. You have probably noticed that when politicians speak, they tend to speak in absolute terms—as though they are conveying the absolute, *unvarnished* Truth. I usually want to ask, "How do you know?"

Whenever others attempt to persuade me to a particular line of thinking or behaving, I want to understand their evidence procedure and to know what led them to believe that a particular viewpoint is valid. One of the problems, of course, is that social policy is complex. The tax code is just one example of how convoluted policy can become when so many cooks are busy fiddling with the broth.

When you ask how others know, they either have a step-by-step evidence procedure they can convey, or they will engage in circular reasoning. Ask the average person why the sky is blue, and listen to the answer. If the person says, "It is blue because it is blue," that is circular reasoning. If the person says, "That's the way God made it," that is circular reasoning. If the person begins talking about the wavelengths and frequencies of light, your head may swim with memories of high school physics, but at least you know that the person has an evidence procedure for his or her belief.

When you hear politicians say something that seems absolutely outlandish, ask a correlated question: "How is it possible for them to believe that?" What would the evidence procedure have to be to persuade them that what they said is true? In most cases of public policy, one of the things worth considering is who profits? Where does the money go? Who has a vested interest in a particular policy or viewpoint? A person's evidence procedure may consist primarily of whether he or she profits from holding a particular belief.

And now a warning.... (Disclaimer: the line is stolen shamelessly from the movie, "Death Becomes Her.") The warning is that when you get into the habit of actually looking for evidence procedures in the stated beliefs of others, you will begin looking for such procedures in your own beliefs. Unless you have actually thought about this process before, you will probably find that many of your beliefs are circular. In general,

circular beliefs originate in what Don Miguel Ruiz (see *The Four Agreements*) referred to as "domestication." Our parents, teachers, or other authority figures told us something, and we believed it.

This isn't always bad. In some cases, our parents taught us things based on a carefully considered evidence procedure, whether theirs or someone else's. I happen to believe that the Earth is 93 million miles from the Sun and orbits around it. How do I know? My high school physics teacher said so, and I have seen that figure in a lot of books about the universe.

For years and years, people had a *geocentric* view of the universe, with the Earth at the center and the Sun orbiting earth. Galileo and Copernicus asked the "how do you know question" and decided to come up with more evidence. The telescope enabled them to do that, and although much of the world was slow to adopt the *heliocentric* view (with the sun at the center), the better evidence procedure eventually persuaded most of the rest of the world.

You may have noticed that conclusions based on what seem logical evidence procedures can change with regularity. Should you be taking Vitamin E or not? Will Vitamin C cure or prevent the "common" cold? How much exercise is required for optimum health? Will reducing taxes stimulate the economy? Are dams a good way to create "clean" power? These and a slew of similar cases have resulted in a variety of "scientific" opinions over the years, so it is easy to see why a lot of us are confused. (And if you're not confused, do you actually have an evidence procedure?) If you check the evidence about, say, Vitamin E's influence on health, will you find that those who advocate our taking more of the vitamin received funding for their experiments from companies selling Vitamin E supplements, and does that influence your belief?

You may not be able to find specific evidence to support every belief you might encounter. I might, for example, believe that humans will land on Mars by 2025. If I were to look for evidence to support that, I would consider such things as the history of technological advances, the development of increasingly powerful rocket engines, and our generally successful advances in space exploration. Someone who was skeptical might look at such things as the distance between Earth and Mars, the speed required to travel that distance, and the complexities of plotting a return voyage.

For things that might be more important to you than volunteering for a trip to Mars, we have a lot of accumulated evidence that supports particular beliefs while discounting others. Discovering your evidence procedure for those things is important for two reasons: First, it allows you to decide whether you want to continue to believe them, and, second, it lets you provide a logical, coherent answer when someone asks, "How do you know?"

Either Or? Both And!

Have you noticed how often human thinking has been aligned with *either/or* rather than *both/and*? I was reading one of the books purchased at the Vipassana meditation retreat center during my visit to Thailand last September. "Between one who can cure a blind man, and one who can dispel ignorance in a man, who is the superior in his miraculous act?" (*Christianity/ Buddhism: Sinclair Thompson Memorial Lecture, Fifth Series*, by the Venerable Bhikkhu Buddhadasa Indapañña, p. 101)

I understand what the author is asking in the following question: "Even if the dead are brought back to life, what good would it do if men are as ignorant and as susceptible to all kinds of sufferings as they were before their deaths?" but notice what happens when your focus is more on *both/and*—cure the blind and dispel ignorance simultaneously!

I was on my way into an open house as a woman I know casually was coming out. Making a bit of small talk, she mentioned an upcoming surgery. She was going to have a toe amputated. I know her well enough to think of her as pretty AWARE, so I said, "Well, since they are going to be removing that, what else would you like to have removed? A memory? A belief? An attitude? A behavior? Whatever you know you would be better off without. It can be removed at the same time."

Her eyes got wide, and she said, "A memory...."

I walked out back out with her to get a Surgical Support CD set for her out of my vehicle. As she was getting into her car, she was euphoric, saying, "This is so good. I am so lucky. Gosh, I can hardly wait for Tuesday!"

This morning she sent along a poem that her sister wrote for her. It is titled, "Toe Ode." With her blessing and permission, here it is for your enjoyment:

TOE-ODE
 Sausage perched
 on the big'un down under
 Thrust above your station
 your downfall was assured
 But before all that
 before the push and shove
 you lay with grace, nay elegance
 between the big and the middle
 You played your part well
 in the locomotion of life—
 over pavement
 through slippery water
 squiggling in the dirt
 Leapt and stomped on the dance floor
 Tip-toed through the scary bits
 Lazed and gossiped in the sun
 Lovely once, gone bloated, and soar
 tap no more
 Goodbye
 and thank you.

I was pretty euphoric when I got into my vehicle, too. Just that same morning Joel and I had agreed that the next right step for SCS was to do a full-out marketing campaign to get Surgical Support mainstream!

Research indicates that individuals who are well-prepared for surgery emotionally and mentally can, on average, experience: 20% less blood loss during surgery; 23-50% less need for pain medication; earlier discharge from the hospital; fewer complications following surgery; and greater satisfaction with their surgical experience, doctor or surgeon, and/or facility.

As desirable as these predictable outcomes are, sometimes other good things happen, too, as was the case with a patient at Mayo (a good friend of mine): "Here is an interesting fact, which I must attribute to the deep relaxation you taught me. When I arrived and was getting ready for 'the event' my blood pressure was 110/68. I find that amazing since it normally runs about 120 over 80."

While our program uses the most current mind-body research, and formal sessions for groups or individuals can be conducted in about an hour, over the phone or in person, the most powerful component in the program is your wonderful unconscious mind. Using the surgical support set before, during, and after a surgical procedure or treatment teaches a patient to use guided imagery, and it complements other practices such as counseling, social work, and bodywork therapies. But more than all that ... it means the healing is more than skin deep!

That is the sacred intent behind Surgical Support with SCS, and it is the result of bringing together the best of mind-body communication, and it leads naturally to the question of how you can help to get the good news out to those who need it.

Language Tip

One of the recent Internet news stories was about failed slogans. The one that jumped out at me was, "Nothing sucks like an Electrolux." The best thing that can be said for it is that it rhymes. The folks at Electrolux probably wish they had gone with, "You deserve a break today" before McDonald's glommed on to it. But the main point here isn't that pithy slogans help sell products.

The main point is that words—and especially combinations of words—may have meanings beyond those that happen to be in *your* head. Once you have said something (whether orally or in writing), the words exist as objects separate from what you meant. They become objects that others need to interpret based on their experiences and understanding. The idea they derive from what you said may be very different from the idea you had in mind when you said it.

Other than choosing your words carefully based on what you know about your audience, there's not much you can do about this. In a friendly environment, if you aren't understood the first time, your audience will ask for clarification. The *real* language

tip here, however, is to recognize that the same thing happens when you are listening to others or reading their words. Keep in mind that the images, thoughts, and feelings in your brain are *not* the same as those they had in theirs when the thoughts were first formed. At best, they are a close approximation.

In most cases, a little misunderstanding between or among friends isn't serious. At other times, however, the little differences add up, and both (or all) parties end up feeling misunderstood and "disconnected." We would do well to remember the following quotation often attributed to communication and media expert Marshall McLuhan: "I know you think you understood what I said, but I'm not sure that you understand that what I said wasn't what I meant."

The next time you have a difference of opinion with someone, remember that the difference of opinion is primarily in your head rather than in a shared reality. Before the differences in opinions become hardened into an artificial reality, take time to make sure that you and the other person(s) really do have a difference of opinion and not just a different understanding of each other's ideas.

Also, if you enjoy playing with language (and especially ambiguities), you will enjoy the SCS Punny-Times email list. It is easy to opt-in, and it is a good way to sharpen your language skills. You can sign up, by sending a blank email message to punnytimes-subscribe@scs-matters.com.

You will receive a reply from the list asking you to confirm your address. When you do, you'll be in for a lot of pun, if you know what I mean....

What's New?

We are busy creating a new, easy, efficient, and inexpensive way to share Pre- and Postsurgical Support with SCS. In addition to the CD sets we currently have, we will soon be making the audio Surgical Support pieces (both the guided imagery and the six hours of music only with the healing statements for listening during surgery) available as a download from our website. Three new sets of materials will also be available: a manual for practitioners who want to provide surgical support sessions; an educational piece for physicians and medical staff who want to know the language patterns to help patients heal; and a new piece for patients called *Imagine Healing: Using Guided Imagery to Help You Heal*.

Still pretty new is our collaborative relationship with offering of the SCS Trance-formational CDs at Patsy Dollars' new e-store: "My Three Sisters Online." Remember if you know of products that are a good fit, send Patsy an e-mail message:

PatriciaSDollar@hotmail.com

We applaud Patsy on her goal to bring truly holistic products to those who appreciate the benefits. If you have not yet been to it, her website is:

http://www.facebook.com/1/3f3a7DF4Q1gyQWILsc2sNshA_fA;Mythreesistersonline.com

And here is her blog:

<http://www.facebook.com/1/3f3a7zXNrNF9LqGFaPyNuktWoeQ;my3sisters.blogspot.com>

What's Coming Up?

The next event for us is the April 2011 **Comprehensive Introduction to NLP** in St. Joseph, Michigan, from Saturday the 9th through Saturday the 16th. Let Debra know if you plan to audit some days.

Several local practitioners will be joining us at the Whirlpool Corporation Health Fair Wednesday, June 22, from 10 a.m. until 3 p.m. This year the event will be not only for employees, but also for their families. Retirees will also be able to attend. We trust many will enjoy learning of the benefits of SCS/NLP, with our focus will be on Health through Relaxation: SCS Matters brings you Hypnosis, Healing Touch™, Neuro-linguistic Programming (NLP), and Reiki so you learn to use the power of the relaxation response to experience good health.

We will not be back in the Nashville area of Tennessee will be early May as we had previously anticipated. We will keep you posted, and some of the Southerners may decide to join Joel and Debra at the Healing Touch Worldwide Conference in San Antonio, Texas, August 25 through 28. We will be doing a breakout session: "Cool Responses to Heated Discussions: Understanding Beliefs and Developing Effective Strategies for Responding to Criticism," and on Monday, August 29, from 8:30 a.m. to 5:30 p.m., we are doing a post-conference workshop, "Mind-Body Miracles: Surgical Support Secrets Revealed." See the following website for an overview:

www.healingtouchprogram.com/conference/2011

We are proud that SCS teaches a comprehensive understanding of using language to support your work with the Energy, and an energetic understanding of what happens with language use. Obviously, both are vitally important, and you get both when you learn with us.

In the same way that body, mind, and spirit cannot really be separate, energy and language are both part of the Subtle Communication Systems many want to know more about. We consider that blend (energy and language) to be what helps SCS—and Joel and Debra—provide a wonderful learning environment.

As part of our Perpetual Tuition, if you are already trained in NLP or SCS, you can attend to improve and update your skills at just \$25 a day. Space for these special days will be limited, so be sure to reserve your place early.

"Developing Your Intuition with SCS," which is designed to help you learn to distinguish among desires, fears, and intuitive insights, is moving to the forefront for Joel. This program is for you when you're ready to begin using your "sixth sense" to its fullest capacity.

The real question is where you want to go next.... Stay in touch with us by email or Skype. Let us know when you want to 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 “The Power of

Presence: Seeing the Divine in Everyday Life (7 Keys to Joyful Living)” or any 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

Because subtle communication matters, and because everyone needs to do more with less these days, you need better tools to achieve better results. SCS can help....

See more...

Hear more...

Feel more

Be more ... SCS

