



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

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

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

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

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The SCS *Beyond Mastery* Newsletter

Welcome ...

Here is your *Beyond Mastery Newsletter* for December 2009. 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 “Do Be Do Be Do,” by Debra; “Ours Is Not to Reason Why,” by Joel; “Driving by Night,” by Debra; and “What’s Bad Luck” by Joel.

Do Be Do Be Do

The other morning I was aware of a stream of appreciation upon waking. I’m grateful when I wake up before the alarm. I always feel better when I wake up on my own. Waking up on my own starts my day off well. When my day starts off well, it unfolds well, too. And I was aware that I was thinking, “Today is going to be one of those days.”

Have you already learned to notice how the thoughts you are thinking are either contributing to good-feeling states or allowing you to get stuck in a loop of problem focus?

Recently, I was with a group of folks at a lunch-and-learn event. The topic was avoiding becoming stressed during the holidays. I titled the workshop HoliDAZE, Financial\$, and FamiLIES. We have all done things that amplified our own personal stress without intending to, and without noticing how all stress really is an inside job.

We began the workshop with the story about the woman who cut off the end of the ham before putting it into the oven to bake. Her now adult daughter asked why she always did that. The mother thought for a moment, then said she was not sure why, but her mother had always done it, she could ask her. Later

that day, she did ask, and again the response was not sure why, but her mother had done it, perhaps she could ask. The great grandma, now over 80 years old, responded with a chuckle, “My pan was too small.”

We can all recognize the humor in this story, but beyond the humor, it is important to notice how that story plays itself out in peoples’ lives every day in ways that sometimes destroys joy and invites stress-induced illnesses. When a person is feeling stressed or when a person is feeling peaceful, different parts of the brain get activated.

Some areas of tension in your developing and maintaining personal balance might include, self/others, giving/receiving, reflection time/social time, work/recreation, creativity/maintenance, generosity/frugality, rest/exercise, discipline/flexibility, planning/spontaneity. In *Steering by Star-light*, Martha Beck lists what she calls the *inner lizard’s top ten tunes*. These are things people tell themselves that had prevented them from having more (or being more) of what they really want. Her list includes filling in the blanks to some of the following:

“I don’t have enough ____.”
“I can’t be happy until ____.”
“If only I had ____.”

I might add a few, such as the following:

“I have to ____.”
“I can’t ____.”
“I always ____.”
“I never ____.”

Those universal qualifiers and quantifiers provide a hint.

Think for a moment about the HoliDAZE “To Do” list that many people hold as a gold standard: shopping, wrapping, baking, decorating, entertaining, cleaning,

social obligations, church obligations, community obligations, family obligations.... Notice what happens *inside* when you think about all of this. Just looking at the list can leave one feeling exhausted because all of these things to do get heaped upon a schedule of work, meals, laundry, , bill-paying, etc.

Now let's make another kind of list. Let's create a list of the qualities you desire in your life. You can call this your "To Be" list, and it might include: kind, giving, compassionate, patient, happy, healthy, generous, present, hopeful, loving, creative, helpful, grateful.... Maybe a good way to have an amazing season is to keep your To Be list at least as long as your list of things to do. One of the handouts I used at the lunch-and-learn was from Marshall B. Rosenberg's Non-violent Communication. A few of my favorite from that list included a reminder to spend some time each day quietly reflecting on how we would like to relate to ourselves and others. Also, instead of saying "No," say what need of ours prevents us from saying "Yes."

Select gifts that reflect your value of relaxation, health, and well-being: essential oils for aromatherapy, guided imagery CDs, DVDs of funny movies, eye covers made with organic flax and lavender, rice bags for warming in the microwave oven, bath salts without synthetics, organic and paraben-free body lotions, a reflexology chart, or gift certificates for massage, energy work, manicure or pedicure. Draw names so the focus is on quality not quantity. Recycle or reuse by having a "white elephant" gift exchange. Give age-appropriate handmade gifts, or coupon books personalized for the recipient. Shop for and spend time with an individual or family with special financial, mental, or emotional needs.

Make a donation to Heifer international or another reputable charity, or visit www.kiva.org and invest (make a micro loan) in someone's name. The money will help a third-world entrepreneur with a business, and be paid back with interest. Perhaps the money can be invested again to just keep on giving. Make sure everything you do promotes health and genuine happiness. We can turn what had been *holidaze* into holy days. You know how it is. You wake up with good feelings. Every thing you do now can just build on those....

Ours Is Not to Reason Why

In "The Charge of the Light Brigade," Alfred, Lord Tennyson, includes the refrain, "Theirs not to reason why, Theirs but to do & die." The reference is to the commitment of soldiers to follow orders, even when the orders will likely result in their death. In this construction, "why" implies a full consideration of reasons. In NLP, however, *why* is typically considered the wrong question to ask because it usually produces what's often called a "Pez dispenser" of responses.

A child writes on the freshly painted walls in his room. The parents ask, "Why did you do this?" Those of you who are parents already know that the child will supply a reason. If the first reason is not good

enough, he will supply a second. If that doesn't get him off the hook, it will be followed by a third—and fourth, fifth, sixth, and so on. Reasons pop up, like so many Pez in a dispenser.

In general, *what, how, who, when, and where* questions are more likely to result in useful information because they usually lead to specific information. All of the following, for example, ask something the child can actually answer (even if with a lie):

What did you do?

How did you do it?

Who did this?

When did you do this?

Where else have you done this?

Such questions are the heart of the NLP Metamodel, which is designed to clarify communication by filling in deletions and correcting distortions. If Person A says, "Let's meet for lunch." Person B will need to ask, "When and where would you like to meet?" to ensure that A and B arrive at the same restaurant on the same day and at the same time.

Why questions are useful, however, when seeking to understand the causes of complex problems. In such constructs, it is another way of asking, "*What is the cause of....*" Why has the fish population in the waters off Cape Cod declined so dramatically over the past 10 years? Why is the infant morality rate in the U.S. higher than it is in other industrialized countries? Why has unemployment remained at record levels even as the stock market has recovered? Such questions aren't easy to answer, and the answer is probably complex and has multiple components.

By definition, complex questions have complex answers and are not easy to answer. The reasons require exploration, and because more than one factor is probably contributing to the situation being asked about, the Pez dispenser concept is appropriate. In such cases, each Pez is like a piece of a jigsaw puzzle. You may not know where it fits, and it's entirely possible that a particular Pez isn't actually part of the puzzle you are working on. You can't know that, however, until you rule it out.

Although a child is not likely to be happy with an accurate and complete answer to the question, "Why is the sky blue," the *Why* in this case is appropriate. The reasons the sky seems blue are not only numerous, but also sufficiently complex as to be beyond the ability of most children (and adults) to understand. In such cases, the appropriate response is, "*Just because....*"

Why questions are also useful when training a child's mind—or even your own, perhaps—to look beyond the surface of things. The Metamodel questions are designed to bring the surface of things into focus so that everyone is seeing, hearing, and feeling the same thing. In considering a complex subject, such as space exploration, for example, you might have Metamodel questions like the following:

What planet should we explore?

How can we explore it?

*Who will be willing to do the exploration?
When will we do the exploration?
Where else might we explore?*

The most important question, however, is *why*: Why is exploring space worth the time, effort, and investment? Until that question has been answered satisfactorily, the answers to the Metamodel questions are inconsequential. If Major General Cardigan and the other brave soldiers of the Light Brigade had had the opportunity to ask a *why* question, the charge of the light brigade might have had a better outcome because the reason would have clarified which front was to be attacked for what purpose.

In what has become the standard for journalists, Rudyard Kipling said, *"I keep six honest serving-men / (They taught me all I knew); / Their names are What and Why and When / And How and Where and Who.* Knowing which of them to use when for what purpose will help you-know-who understand why communication can be complex.

Driving by Night

I was reading *Running to the Mountain*, by Jon Katz, and came across an amazing quote by Thomas Merton, from *The Ascent to Truth*: "The way of faith is necessarily obscure. We drive by night." You will have your own sense of the meaning of Merton's words, and that may not have been what he meant by them, but we all probably share some understanding of the way we often have to navigate our lives in the absence of concrete choices that leave no doubt. Another way to say it is that we live in the land of choice-making, with insufficient data.

Joel and I often mention the importance of your developing a growth mindset. Nowhere is this more important than with the idea that we are driving by night. The way it plays itself out is the degree to which we can see value in where we have been, we will have peace in where we are, and we will experience faith in where we are going. It is like Let's Make a Deal in that we do not always know what is behind the curtain.

A couple of years ago, we had some small IRA accounts that we thought we needed to do something more aggressive with. A friend suggested a specific investment broker who had worked with the mother of a friend of his for several years. She had been happy with the results, so we went to see him. I admit it is clear to me I have not been an easy customer for him. When I looked at the type of investments our money would be going into—pharmaceuticals being one—I had a sinking feeling in the pit of my stomach. What happened next, though, is key.

I shared with him how I was not comfortable with the categories of the mutual fund. He looked at me like I must be from a different planet. Unfortunately, I was not able to give him much in the way of logic to help him respect my feelings. I agreed to the plan, and I left the office having agreed to do it his way but still with all of my conflicted feelings. It is only hindsight that invites me to notice that I may have been receiv-

ing a very important intuitive insight about the future of the stock market. I did not realize that until I was reading *How to Rule the World from Your Couch*, by Laura Day, who is also the author of *Practical Intuition*.

In less or more subtle ways, we are always being presented with the choice as to how we will interpret our experiences. A growth mindset sees all experience as valuable because we learn from everything, even those things that did not work out the way we might have hoped. A fixed mindset creates what folks call being "stuck." In fact, you can almost bet when you hear the term *stuck* from someone, that person is tipping his or her hand to help you help make the changes that can make the difference.

What do you notice about driving by night? I remember years ago a neighbor of mine had been at the bar drinking. He got in his car to drive home, but was sufficiently impaired he forgot that he had not turned on the headlights, and he drove the whole way home without lights. Not knowing he had not turned on the lights, he hugged the side of a bridge so closely that it essentially keyed the whole passenger side of his vehicle. When he pulled into his driveway, he went to turn off the lights, and he realized he had never turned them on!

Sometimes that is essentially what people are doing with life in general. And we can learn from his experience.... When you are driving at night, turn on your lights! You might say your developing your intuition is like that.

None of us is exactly the same, and how you will do that will depend on what works for you. SCS/NLP offers lots of possibilities, and you will choose your favorites. Some people start with the Self Full Body Connection. Others dive right into NLP training. Still others gravitate to the SCS program and learn healing with energy. Life really is a like a banquet table, and you get to choose what you enjoy most. Driving by night can be lovely.... Seeing the night sky, or the city skyline, or the snowflakes. Laura Day says *somewhere within you actually know what lies ahead*. In some ways, our attitude and our use of our intuitive skills determine what our experience of it will be.

What's Bad Luck?

When something not-so-great happens, you often hear people say, "Just my luck," or "Bad luck follows me like a shadow." Because we can't actually know whether something is good or bad for us in the moment, I started wondering about calling something "bad luck." You undoubtedly know the story of the farmer in old Europe whose horse ran away, leaving him without the horsepower for plowing. His neighbors all said, "How terrible!" The farmer replied, "No, it isn't. What you know is that the horse ran away. What you don't know is that it came back and brought three additional horses with it. I'm now a wealthy man." The story goes on (for days) about a series of events assumed to be "bad," but which turned out to be "good."

The moral of the story is that we are often too quick

to judge something (or someone) as good or bad. Our perceptions may change over time. In *MindSet*, psychologist Carol Dweck describes the principal difference between a “fixed mindset” and a “growth mindset” as the willingness and ability to learn from mistakes. Those with a fixed mindset are afraid to try new things for fear of failure. Those with a growth mindset, on the other hand, are glad for new challenges and learning experiences, even when they are likely to fail—at least at first.

It seems to me that this is related to the perception of good and bad luck. When something untoward happens, those with a fixed mindset are likely to say, “Oh, poor me. I’ve had bad luck again,” While those with a growth mindset are likely to ask, “How does this benefit me?”

Take a minute and think about the worst thing that ever happened to you—an accident, an illness, failing an exam, or the unexpected injury to or death of someone close. Instead of focusing on the badness, sadness, or grief of that event, think about what you have gained or learned or how you have benefitted from that experience over time. You may find that your experience is similar to the farmer whose horse ran away only to return with three other horses.

I’ve never much cared for the Biblical story of Job, who was tested by God (at Satan’s request). Job was inflicted with the worst kind of things imaginable, but because he remained steadfast in his faith in God, he was rewarded with greater wealth than he had before and was blessed by a bigger and better family than he had before. As a child, I always thought that God was being just plain mean to Job. Taken literally, the story seems grossly unfair. Here’s Job, minding his own business and being a good guy, when God and Satan get together and agree to make his life really miserable. Understood as a metaphor, however, it makes perfect sense. In spite of difficulties, Job “keeps the faith” and stays focused on what he wants. He comes through his ordeal in good shape because he did not spend his time focused on his difficulties.

We all know people who have had challenging circumstances in their lives, whether because of accident, illness, or disasters of one sort or another. Although I have no sense that God and Satan are responsible for their challenges, those who maintain their faith in—and focus on—a positive outcome do better in the long run than those who focus on their difficulties. As was true for the farmer whose horse ran away, you never know when the horse is going to come back and bring a few friends. If we change the focus from, “What have I done to deserve this,” to “How does this (or can this) benefit me,” we begin to see options and possibilities instead of problems.

Voltaire’s *Candide*, the principal character in the novel by that name, goes through life saying, “all is for the best in the best of all possible worlds,” in spite of the misery he sees everywhere he goes. Denial and optimism are, however, not the same. You can be optimistic without being in denial. It is a matter of recognizing that clouds really can have silver linings

or that even “ill winds” can and do blow “good.”

Because we become what we think about and attract to us what we focus on, we do best when we keep our attention focused on what we desire. That’s true not only when things are going well for us, but also when things aren’t going especially well. Focusing on a positive outcome worked for Job, and it can work for us as well. You can always view any problem or difficulty as a way of helping identify the ways that the problem or difficulty can provide exactly the resources you need for a happier, healthier future.

Language Tip

Can you give me an example of a conversational postulate? Conversational postulates are questions that can be answered yes or no but typically produce an action. The two most often cited examples are the following:

Do you have the time?

Does anyone have a pencil?

Most people, at least most of the time, will report on the time rather than just say, “Yes.” In the right context, people will provide those who ask with a pencil rather than just saying, “Yes.” Conversational postulates have uses that go beyond being told the time or obtaining a pencil when you want one. In some situations, for example, a conversational postulate is a polite way to ask for appropriate behavior:

Not this: *What’s the matter? Were you raised in a barn?*

But this: *Could you please close the door?*

Or this: *Is the door still open?*

For more about Conversational Postulates and other “Advanced Language Patterns,” see Chapter 10 in *Healing with Language: Your Key to Effective Mind-Body Communication*, by Bowman and Basham.

What’s New?

Although the Web address remains the same (<http://www.scs-matters.com>), we have changed hosting services. Moving all the files and mailing lists to their new home has been challenging, and we’d appreciate your letting us know if you discover that something isn’t working as expected. We are also in the process of redesigning the SCS Web site.

One of the advantages of the new Web hosting service (BlueHost) is the availability of the course management software Moodle (<http://moodle.org>), which will allow us to offer online instruction for those who want to know more but have had difficulty finding the time to attend workshops. It will also, of course, allow those who have studied with us to continue learning following and between workshops.

We have continued putting videos on YouTube. You can find all SCS videos quickly and easily by going to www.youtube.com and entering [joelpbowman](http://www.youtube.com/joelpbowman) in the search window, or by going to www.youtube.com/joelpbowman and clicking on the link for “Uploads.”

We have been posting SCS updates on Facebook and Twitter. On Facebook, SCS uses Joel's account. To receive SCS updates on FB, "friend" Joel. On Twitter, we have the username SCSMattersLLC. To "follow" us on Twitter, simply go to www.twitter.com/SCSMattersLLC, sign up, and ask to "follow" us. We use Twitter to provide an easy way for you to stay informed about what we'll be doing and where and when.

If you are able to help us make better use of either Facebook or Twitter, we'd be glad to hear from you, whether by or Facebook wall writing....

Also, we now have a newly revised and published edition of the SCS Level 2 and NLP in text/workbook format. The new title is *Healing with Language: Your Key to Effective Mind-Body Communication*. If you're among those who purchased one of the previous editions—even back to the days of the big, thick, three-ring binder version, you'll be glad to know that we will make the new version available at a *huge* discount—so that we can all be on the same page. The retail price of the new manual is \$24.95, plus \$1.50 Michigan sales tax.

For those replacing previous editions, the charge will be a mere \$8. Shipping within the United States is \$3. For overseas shipping, multiple-copy discounts, special shipping requirements, and to reserve your copy now, send a quick message to Debra (debra@scs-matters.com).

Judy and Her Jewelry

Also relatively new and definitely current, Judy Bolin continues to recover nicely, and jewelry donated to contribute to her ongoing recovery continues to be available for you to order yours now: www.scs-matters.com/judyjewelry.shtml You will enjoy the jewelry even more knowing that it is supporting a good cause.

What's Coming Up?

As you are reading this, we will have completed the Super Sunday for November, which focused on "The Inter-section of NLP and Energy Medicine." Because of the holiday schedule in December and family (Debra's) vacation in January, our next Super Sunday will be on the 28th of February in 2010.

The Super Sunday series was created especially for those with tight schedules and a desire to have this powerful tool kit, allowing you to earn certification as Practitioner or Master Practitioner of NLP in the most convenient way! This program is for you when you are highly motivated and committed to doing your reading and independent study.

The SCS approach to NLP focuses on using what we call *The Big Three of NLP* (anchoring, submodalities, and advanced language patterns) to promote your own health and well-being and to facilitate that process for others. You will receive a thorough grounding in the fundamentals of NLP and other subtle communication systems.

- Anchoring
- Submodalities
- Timelines
- Metaprograms
- Metamodel
- Milton Model
- Hypnosis, Trance, and Altered States

Both the NLP intensive and the SCS/NLP Super Sundays focus on experiential learning because you will have the opportunity to become familiar with the NLP terminology before your training begins through having read the appropriate materials in the NLP training manual. We are also now offering instruction and support by email and online video. For more information about this innovative, cutting-edge learning opportunity, or to be among the first to sign up, call/write now: (269) 921-2217 or debra@scs-matters.com.

Starting in 2010, our NLP training will focus more on the intensives. While we will continue to offer Super Sundays as time permits, we will use them to focus on introductory material and skills review. We are currently planning two 9-day (Friday through Saturday) NLP intensives, with one scheduled for April and the other in August. As always, we will be glad to hear from you about the what, where, and when of the SCS/NLP workshops.

In 2010, we will also offer more of the SCS trainings and publish a master manual for healing with energy similar to *Healing with Language: Your Key to Effective Mind-Body Communication*. Individuals are increasingly recognizing "energy" as significant for health and well-being. When you learn energy healing with SCS, you also receive a comprehensive understanding of using language to support your work with the Energy. Because both are important, when you learn NLP with SCS, you are also learning tools that influence the energy. 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 Healing with Language, 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. Call/write now: (269) 921-2217 or debra@scs-matters.com.

Also in the works: We have been asked about and are in the process of developing two new programs. The first of these, "Touch for Tots," is a special program for those with young children—or those who have responsibilities for their health and well-being. It was offered for the first time in late October and will be scheduled again based on demand. The second new program is "Developing Your Intuition with SCS," which is designed to help you learn to distinguish among desires, fears, and intuitive insights. 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.... 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 "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

Change begins with you. SCS can help.

See more...

Hear more...

Feel more...

Be more ... SCS

