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Edited and published by Joel P. Bowman and
Debra Basham for SCS Matters, LLC
November 2010

The SCS *Beyond Mastery* Newsletter

Welcome ...

Here is your *Beyond Mastery Newsletter* for November 2010. 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, “Longings,” by Debra; “Self-sufficiency,” by Joel; “Culture Shock,” by Debra; and “Synergy,” by Joel.

Longings

I often work with people who are experiencing longings related to grief or loss. Longing for a loved one who is “no longer here” seems to be pretty common, and while I can certainly understand that feeling, maybe that feeling is one worth challenging. What if the longing were not really yours but emotion coming from the departed loved one who is not being recognized because of the belief that he or she is gone?

The Day of the Dead celebrations in Mexico, honoring the deaths of ancestors, go back in history a long time, as much as 2,500 to 3,000 years. In most of Mexico, November 1 is the time of celebrating infants and children, and November 2 is the day to honor adults. People build altars, take gifts to cemeteries, and make favorite foods of the deceased. They gather to tell stories, especially remembering pleasant and funny times shared.

Similar celebrations are held in many places around the planet. Those of Roman Catholic heritage call it All Saints Day or All Souls Day, and in some countries folks take off work, go to cemeteries with flowers and candles, and presenting children with gifts. The holiday is called *Araw ng mga Patay* in the Philippines, and it is celebrated with dancing, drinking, and eating near the graves of loved ones.

In Japan, the Buddhist Bon Festival is a time of returning to your hometown and visiting and cleaning the graves of your ancestors. This festival has evolved into a three-day holiday held in August.

As with other rituals of life and death, the fact that humans from many different cultures celebrate “the day of the dead” in such similar ways, speaks to the longings we have to remember. Recently I was working with a woman who came in for hypnosis for weight management. She began by telling me, “I never feel full.” I suggested we teach her to separate emotional hunger from physical hunger.

I asked her what she does that totally gives her joy. She works with elderly. She had a memory of a special patient she had worked with. He was the kindest man she had ever known. One of the things they enjoyed together was watching birds. After he died (I call it “transitioned,” because we are made up of energy, and energy can be neither created nor destroyed, it can only change form) she had a visit from a cardinal, not typical bird behavior at her home. She said she knew it was her departed friend!

But then she had not been able to hold on to the truth that love is eternal, and those who love us continue to do so—even after what we call death. Perhaps the importance of a celebration of the dead is that it allows us to remember the love. Maybe it would be good to celebrate every day, rather than just one day a year. I wonder how knowing that we are surrounded by love every day of our lives changes the way we think and feel?

This year, begin remembering now, but create some sort of symbol so you stay aware every day. Let’s visit this idea again next year and see what a difference that makes for all of us. I suggested this woman get a water bottle with a cardinal on it so each time she takes a drink of water she is able to feel the love from this dear one. Let me know what comes to your mind

as ways that it is easy for you to remember. Rather than longings, you can be having rejoicings....

Self-sufficiency

A long time ago, Paul Newman (as a young man) was playing the role of a tough-guy in a movie about the Old West called "Hombre." The stagecoach he and others are traveling in is robbed by a group of bad guys who take, among other things, all the horses. As the gang heads off, one of the bad guys remembers having seen Paul's character, the Hombre, previously and returns. By this time, Hombre has unpacked a rifle from his luggage, and when the bad guy figures out where he had seen him before, Hombre shoots him. He tells others on the stage that they can follow him, and he starts walking off. One of the other guys asks, "Why should we follow you?" Paul's character replies, "Because I can cut it."

The "American story" (and I suspect that the story of the rest of North America, including Canada and Mexico, is similar) is based on rugged individuals who have been able to "cut it." When you think about what it took for our ancestors who immigrated here, with very little other than their faith that they could "cut it," it is easy to understand why we should so much admire rugged individualism. Lewis and Clark, Daniel Boone, Davey Crockett, Wyatt Earp, and others have seeped into the culture for good reason. Sitting Bull, Crazy Horse, Cochise, Geronimo, and other Native American leaders are well-known for the same reason.

What is often overlooked in the stories about such rugged individuals is that self-sufficiency is the foundation of partnership. Unless you are self-sufficient, you become dependent on others. The best partnerships consist of individual members who are self-sufficient. This is not to say that partners can't or shouldn't have a division of labor to increase the efficiency of doing what needs to be done. The Hombre of the movie was undoubtedly better at shooting people and rabbits than he was at baking biscuits to eat with barbecued rabbit, but he was definitely self-sufficient.

The questions to ask yourself—the inventory of self-sufficiency worth taking—are primarily two: (a) in what areas of your life are you entirely self-sufficient, and (b) in what aspects of your life do you need other people. These are actually more complex questions than they seem. Only a couple of generations ago, for example, individuals (primarily men) were expected to be able to repair their own automobiles. Automobiles are a lot more complex now and typically require a specialist. As culture becomes increasingly complex, specialists are required to maintain more things. Most of us hire electricians, plumbers, computer repair specialists, doctors, and dentists to do work that either wasn't necessary in times past or has become a special skill requiring special education. Self-sufficiency doesn't require that you do everything yourself. It is more an attitude of self-responsibility for what happens in your life, including

your relationships. Going to the store and buying a chicken and some vegetables is as self-sufficient as raising chickens and vegetables so that you can eat from time to time. It is a matter of what's often called the "locus of control."

Individuals with a *high internal* locus of control believe that events result primarily from their own behavior and actions. Those with a *low internal* locus of control believe that powerful others, fate, or chance primarily determine events. If you have a high internal locus of control, you typically have better control of your behavior and a wider range of behavioral options than those with a low external locus of control. You are also more likely to assume that your efforts will be successful and to be more active in seeking information and knowledge about your situation.

This kind of self-sufficiency allows you to join in partnership knowing that you can do your fair share, that you can "carry your own weight," and otherwise "cut it." If you don't already have this kind of self-sufficiency, you can begin moving in that direction by assuming greater responsibility for the choices you are making and for acknowledging the ways in which those choices influence what happens in your life. Your partners—both now and in the future—will thank you for it.

Culture Shock

People keep asking me if I have recovered from my trip to Thailand. Some may be asking about jet lag. Some may be checking to see if I have readjusted to being back to work. I think I have some sense of what they mean, but I usually tell them that in some ways I hope that I never do.

Dealing with reverse culture shock was the subject of a CNN Internet news article by Tas Anjarwalla, "Dealing with Reverse Culture Shock" (August 24, 2010). I have begun putting notes together for a book about the trip, so looking back at my Facebook entries and reviewing the video log are helping me make sense of things. In some ways, what I am experiencing now is helping me make more sense of the way I was affected by my first trip to Brazil to see John of God back in 2000.

As the article says, people expect to experience culture shock when they go *to* a foreign country, but *coming home can actually be harder than going abroad*. I miss the food. I went for Thai food the night I got back to the U.S. I had my leftovers the next day, then I went for Korean food. I asked my friend at the Thai restaurant if he could make sweet buns. He said they are too labor-intensive, but I can get them in Chicago.

I miss the sounds. I don't wake up to cuckoo bird, and I don't go to sleep to gecko here. I miss my new friends from Thailand. They feel like my new family, and I don't know if or when I will ever see them again.

There is something deeper that I miss, however, and that is the part I hope I never "get over." I miss the kindness and the respect I experienced in the Thai people. It still brings tears to my eyes when I feel the

way I was cared for. That feeling produces longings of its own....

They say if you want to know about water, don't ask a fish. And if you want to know about air, don't ask a bird. In a way, having grown up in this culture, I never really saw it. I know it has some benefits, too, otherwise people would not come here. My friend, Jimmy, grew up in Bangkok. He graduated from law school, and took a job with Volkswagen, and traveled to and lived in 22 different countries. He determined the U.S. was the best place in the world to live. I am glad he is here.... He is helping me recover from the reverse culture shock.

I am sure part of the longing is to be with people who value something I value—meditation. Once, in a far, far away time, as the hunger for this inner experience began to drive me, I ended up leaving my home church because an adult Sunday School class called "Listening for God" that I wanted to teach was such a radical offering it threatened the director of Christian education.

"You feel so rushed in this culture and bombarded with things," said returned Peace Corps volunteer coordinator Jodi Hammer. Even though scientific research has been proving it for years now, few Americans have any idea that their lifestyle is killing them. Interestingly, I even think of it as killing them, not as killing "us."

The chronic disorders: heart disease, diabetes, high blood pressure; as well as cancer, chronic fatigue, fibromyalgia, etc., have all been shown to be preventable with lifestyle changes. Dean Ornish, M.D., included *one hour a day* of yoga, meditation, or guided imagery (along with just a healthy diet and 30 minutes of exercise 6 days a week), and over 500 genes were positively influenced—cancer-causing genes were turned off along with cancer-prevention genes being turned on. This was after just three months! A bit more of the reverse culture shock article reads:

Anyone who's been abroad, even for a short period of time, knows how hard it can be to keep quiet about your adventures, but you want to be careful not to sound pretentious or affected about your stay abroad.

Every time the word "recycle" is mentioned, no one really wants to hear about the Indian village you taught environmental basics in, but that doesn't mean what you learned overseas isn't important or interesting. In most situations, preventing that glazed-over look comes from knowing when and where your worldly knowledge is wanted.

People keep saying to me, "Debra, you are so quiet. What is going on?" I resist the urge to say that my heart is breaking just being back home, but in some ways it is. My heart is breaking that I have been

teaching this stuff for a long, long time and yet, too few of the people I love have an understanding of the importance it has for their lives. My heart is breaking that more people don't recognize the value of NLP and Energy Medicine for bringing sanity and healing to the world. My heart is breaking that people die too soon, too scared, and too ignorant, and yet the culture I live in is, for the most part, too arrogant to notice what they are missing.

Maybe 40 years after he clinically discovered that humans have the capacity to elicit the relaxation response rather than live in fight-or-flight, the new book by Herbert Benson (author of *The Relaxation Response*) will tip the scales and wake up the medical community. The new book is called *Relaxation Revolution: Enhancing Your Personal Health Through the Science and Genetics of Mind Body Healing*. In it, Dr. Benson and William Proctor present the latest scientific findings, "revealing that we have the ability to self-heal diseases, prevent life-threatening conditions, and supplement established drug and surgical procedures with mind body techniques."

The online information about the book says that in a special "treatment" section, Benson and Proctor describe how these mind body techniques can be applied—and are being applied—to treat a wide variety of conditions.

I heard once that the heart only breaks in one direction—open.

I hope that is true ... and I hope that someday those of *US* who think we have all the answers because we have all the stuff will be able to look at ancient cultures and notice that things like chanting, and meditating, and laying on of hands, and enjoying dreamtime, and revering nature have a place in relieving us from this modern madness.

Synergy

I think (but am by no means sure) that Dale Carnegie was the first to tell the story about a horse-pulling contest at a county fair. The winner pulled something like 9,000 pounds, while the runner-up pulled 8,000 pounds. Because this was a wagering group, those in attendance started betting on how much weight the two horses could pull together. The popular figure was 17,000 pounds, which seems logical based on their individual performance. The result, however, was 32,000 pounds—almost twice as much as what most thought possible. This is synergy in action: $1 + 1 = 3.8...$

Each of the horses was self-sufficient (see my previous article in this issue), but the synergy of pulling together resulted in a higher level of sufficiency. What was true for horses at a county fair is also true for people. If you belong to a gym, you've probably noticed that it is easier to exercise longer and harder when others are engaged in the same activity. If you're a runner, you've probably noticed that you can run faster and farther when you're running with

others. Such synergy, however, applies across the board: body, mind, and spirit. If you have meditated in a group or participated in “healing circle,” you already know that the combined effort multiplies the results.

A common saying in business management is, “If two people always agree, one of them isn’t necessary.” The best decisions are made in diverse groups that encourage a multiplicity of viewpoints. While it is true that such groups often take longer to reach a decision, their decisions are consistently of higher quality than those made by a single individual or in groups where only the most dominant contribute. Everyone benefits when each person contributes his or her best ideas, regardless of who has more ideas or presents them most forcefully.

The same, of course, is true for all relationships. Long-term success requires more than simple cooperation. If I am in sales, for example, I will succeed to the extent that my clients or customers also succeed. If I provide a good product or service at a good price, those who do business with me will tell others. If I cut corners and they feel cheated, they will tell even more people. We create synergy by “rooting for” those with whom we are in relationship.

That doesn’t mean that each person has to perform the same work. What is important, however, is that each of (both, all) those in the relationship feels that the others are doing their share. In U.S. culture, for example, men often assume responsibility for work outside the house: mowing the lawn, shoveling snow, trimming bushes, and so on. Women often assume responsibility for work inside the house: cleaning, laundry, cooking, and so on. Problems with this kind of culture-based division occur when one kind of duties are considered more valuable, more time consuming, or more difficult than another.

I suspect that it never occurred to the horses to complain that the other wasn’t pulling its share. Each horse simply did its best to contribute to the team effort, which was more than it had been when they were pulling the weight individually. We would, I think, do well to follow their example by paying attention to what needs to be done and then finding ways to ensure that the load is evenly balanced.

Synergy in intimate relationships also requires attending to one another’s well-being in body, mind, and spirit. Not everybody needs or wants the same thing, and it is important to know what your partner needs and wants. One of the NLP metaprograms is the “Confirmation Metaprogram” (also known as the “Convincer Strategy”) that people use to decide whether to believe something. The strategy consists of two parts: a form of sensory input (visual, auditory, or kinesthetic) and a frequency or number of times.

The question for elicitation is, “How do you know?” In the case of love relationships, the questions would be “How do you know when someone loves you? Is it something you see (such as cards, flowers, attention to personal appearance)? Is it something you

hear (such as special words said a certain way in a certain tone of voice)? Is it something you have to experience (such as being touched or held in a certain way)? You would also ask how often the person needs the experience (such as cards every day, once a week, or on birthdays). Some people have a greater need for frequency than others. You may know the joke about the couple in their 90s who saw a lawyer about getting a divorce. The attorney wanted to know why. The wife said, “He hasn’t said that he loves me since we got married.” The lawyer turned to the old guy and asked, “Is that true?” The guy responded, “Yep. I told her I loved her when we got married, and I haven’t changed my mind.”

The big problem, however, is that we forget whose strategy is important. In the early stages of a relationship, we cover all the bases: visual, auditory, and kinesthetic. After a while, however, we tend to revert to our own strategy. If we like visual, we give visual. If our significant other prefers auditory, however, we will soon be in trouble. We need to know and use the other person’s strategy, and we need to make sure that he or she knows and knows how to use our strategy.

Synergy, after all, is based on mutual understanding, cooperation, and—above all else—respect. And the effort is worth it: $1 + 1 = 3.8$.

Language Tip

In NLP, the structure of language is loosely divided between “deep structure” and “surface structure” in which deep structure is associated with meaning, while surface structure is associated with expression. We use Metamodel questions (such as, who, what, or how specifically; what do you mean; and how do you know) to discover “deep structure” meaning when the surface structure seems lacking.

When we observe something in the external environment (whether something we see, hear, or experience kinesthetically), we delete some aspects, distort aspects, and generalize based on previous experience. Our “deep-structure” meaning is neither complete nor completely correct. When we convey our understanding of deep structure of meaning with surface-structure expression, we once again delete, distort, and generalize.

Simple deletions are the easiest to spot. A famous example comes from a note left on a manager’s desk by someone in the night cleaning crew: “There’s a dead in the ash can.” Should the manager call the cops? You’ve probably already figured out that he or she would do well to look to see what’s dead in the ash can before calling. Not all deletions are that obvious, however. Note that if someone says to you, “I’m really angry,” he or she has deleted the source of the anger. This is also a simple deletion, but that isn’t as obvious as noting that *something* dead is in the ash can.

In many cases, more than one thing will be deleted. The sentence, “It was rejected,” for example, deletes

both the *who* and the *what* of the rejection: What (exactly) was rejected by whom? We also might want to know *how* it was rejected and how the speaker knows it was rejected, but we'll save those issues for a subsequent language tip. The missing *what* would be called the *antecedent* or *referent*. If the antecedent isn't clear from previous conversation, the listener has to ask or "mind read."

Comparative deletions omit the items being compared: "Take the faster route." Unless the possible routes are already known, the person can only guess at the routes and their comparative speeds. Another form of deletion, *lost performative*, sounds like something that can be cured by Viagra, but that's not the case. A performative is "lost" when the surface structure of an evaluative statement does not say who or what is doing the evaluating: "It is good that you are increasingly understanding the ideas of deletions, distortions, and generalizations." Who believes that it is good? When the performative is lost, the sentence seems to become a universal truth instead of a personal observation. And that would be a distortion—a topic for another newsletter....

What's New?

Debra has returned from Thailand after having had a wonderful experience and having written a new book, *Stories from My Heart*, soon to be published in Thailand and, soon thereafter, in the States. Encouraged and assisted in this process by D, a woman we met at the NLP workshop in Orlando, who is the author of the best-selling book, *The Compass of Life I and II*, she has had a life-changing adventure. You will notice the change when you participate in one of our up-coming programs.

Debra also has three relatively new pages on the SCS website. The newest of the new is Debra's videolog of her adventures in Thailand (www.scs-matters.com/Debra-VideoLog.shtml). Also, be sure to visit Debra's Wellness Tips (www.scs-matters.com/Debra-blog.shtml) and Debra's Poetry Corner (www.scs-matters.com/Debra-poetry.shtml). There's a new wellness tip every week, and you're sure to find several you can use for your own increasing health, happiness, and sense of well-being.

Healing with Language: Your Key to Effective Mind-Body Communication, the revised SCS/NLP comprehensive training manual is also still relatively new! If you're among those who purchased one of the previous editions of *Healing with Language*—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. This offer won't last forever, so take advantage of it while you can. 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, send a quick message to Debra (debra@scs-matters.com).

The SCS Blog has a new address: <http://www.scs-matter.com/blog>. The new software (WordPress) will allow you to register and participate in ongoing discussion—something that was problematic with the previous software. We are also using the same program to provide online instruction in NLP. Instruction in Energy Medicine and The Intuitive Process will follow as time permits. For an overview, see <http://www.scs-matters.com/WordPress/>.

If you're among those who have always wanted to learn NLP but have had a problem arranging for the time to take an "intensive" program, the online solution may be just right for you. Or if you are interested in an introduction but aren't ready to jump into the "deep end of the pool," when it comes to NLP training, the online program may be just right for you. You can learn more about the program design by reading one of Joel's recent blog articles at the following Web address: <http://bit.ly/9E4NS9>. All you need to get started is a manual (*Healing with Language: Your Key to Effective Mind-Body Communication*) and \$25 for a month's subscription. How much can you learn in a month? That's up to you, and Debra and I will be glad to help. To start now, call/write now: (269) 921-2217 or debra@scs-matters.com.

In our continuing effort to provide you with the best values in holistic health, we have put the manual for our workshop, "The Power of Presence: Seeing the Divine in Everyday Life," online as a free e-book for downloading. The address you need for downloading is the following:

www.scs-matters.com/E-Books/PowerofPresence.pdf

Thanks to Brian Turk, who completed NLP Practitioner with us as one of the "Weekend Warriors" who braved weekends through one of the snowiest winters on record for Southern Michigan, we now have a special page on Facebook where you can become a "fan" of SCS Matters, LLC. The new page simplifies the process of staying current with SCS without the "clutter" that typically occurs on Facebook.

To become a "fan," go to www.facebook.com and put "SCS-Matters-LLC" in the search window. Thank you, Brian.

You can also "follow" us on Twitter, by going to www.twitter.com/SCSMattersLLC, signing up, and asking to "follow" us. We use Facebook and Twitter to make it easy for you to stay informed about what we'll be doing, where, and when.

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

What's Coming Up?

Because you asked: We have developed a new, low-cost *Comprehensive Introduction to NLP* and will be

offering it in St. Joseph, Michigan, this month (Saturday the 6th through Saturday the 13th). The investment is an astonishingly low \$500. Some additional training (and associated cost, primarily for associated paperwork) will be required for certification, but whether you want certification or are primarily interested in the best technology available for self-improvement, this workshop is an astonishing value. We are doing the NLP training this way on an experimental basis, so it truly may be a “once in a lifetime offer.” If you’ve always wanted to know more about the magic of NLP but hesitated because of the cost of training, this is your chance. We are expecting this class to fill quickly, so the sooner you let Debra know, the better. Send her a message: debra@scs-matters.com.

Also on our calendar are three days in December (the 3d through the 5th) in the Nashville area of Tennessee, where the topic will be “Healing with Language: Promoting Health and Well-being with Linguistics.”

We are continuing to work on the master manual for healing with energy similar to *Healing with Language: Your Key to Effective Mind-Body Communication*. More and more individuals are increasingly recognizing “energy” as significant for health and well-being. Fortunately, 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.

“Developing Your Intuition with SCS,” which is designed to help you learn to distinguish among desires, fears, and intuitive insights, is still being developed. 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

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

