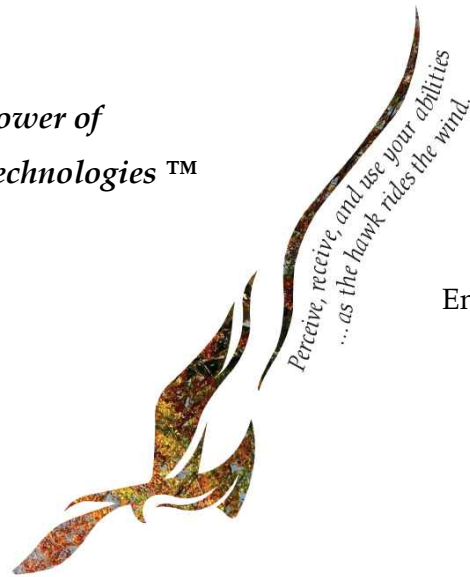


Discover the Power of
SCS Technologies™



Small Changes

Subtle Communication Systems

Infinite Results

Enhance your **Motivation**....

Become more **Optimistic**....

Improve your **Relationships**....

Maximize your **Enjoyment** in all ways....

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

Welcome ...

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

Additional copies of this newsletter may be downloaded at the following link:

<http://scs-matters.com/beyondmastery/Newsletter-Sep11.pdf>

Archived newsletters are available at <http://scs-matters.com/archives.shtml>.

This month the featured articles are “You and Queen Esther,” by Debra; “The Climate Change Argument” by Joel; “Miss Matchers,” by Debra; and “What We See in the Mirror,” by Joel.

You and Queen Esther

For some time I have resonated with the story of Queen Esther in the Hebrew scriptures, the Christian Old Testament. I even have a hand-made doll named Esther. I know there is always more to the story than just the surface, but the verse that I remember most is Chapter 4, verse 14 (English Standard Version 2001): “For if you keep silent at this time, relief and deliverance will rise for the Jews from another place, but you and your father’s house will perish. And who knows whether you have not come to the kingdom for such a time as this?”

This theme of your being in the particular place and time you are in right now for more lofty purposes is woven into the sacred myths. Something about all of this seems very timely for humans. Last month I had the honor of being the guest speaker at a small church. The title of the talk was “Difficult Times.”

For that sharing, I drew on an inspiration from Clarissa Pinkola Estes (author of *Women Who Run With the Wolves*). It opened with these words: “My friends, do not lose heart. We were made for these

times. I have heard from so many recently who are deeply and properly bewildered. They are concerned about the state of affairs in our world right now.”

It is easy to see the ways and places this fits for us currently, isn’t it... I have been pondering that passage about Queen Esther and just what it means for you and for me to recognize that we were made for these times.

Have you noticed that we truly live in a different world than that of our childhood? I told my grandchildren that I was 13 years old before I had a meal in a sit-down restaurant. No wonder, just three years later when John and I were married, we thought an occasional dinner out was our whole evening!

I would never have imagined going somewhere that would take me 18 hours by plane, as I did when I went to Thailand for the first time in September 2010. A night at the Howard Johnson’s motel in South Bend, Indiana, was our celebration of ten years of marriage. It did not take much to make me feel special, and gratitude and appreciation was just a way of being present to these happenings as tremendous gifts.

I shared in that message how Estes wrote, “Yes. For years, we have been learning, practicing, been in training for and just waiting to meet on this exact plain of engagement.” What, exactly, does this mean for you today?

I can see that my early life taught me that joy comes in little things. You learn to value people over things when you don’t have a lot of things. My daughter has started a Johnny on the Spot Window Cleaning business in the Nashville, Tennessee, area, drawing on her dad’s having operated his business here in Michigan for over a decade. On one job, a glass block window got scratched in cleaning, a very stressful situation, even complicated more because my grandson is the one who was in charge on that job. As my daughter and I were chatting on IM about all of this, I told her about an incident in which my black lacquer coffee table was permanently scratched by some crumpled-up Christmas wrap someone placed on it.

We laughed about my having painfully learned three things that day:

1. Lacquer tables are not durable.
2. People are more important than tables.
3. To get over something, learn to look beyond imperfections.

I have been enjoying using Mark Nepo's *The Book of Awakening* as part of my daily morning meditation. His journey has included diagnoses and treatment for cancer, so he knows about difficult times.

Reading from July 18: "Just as a vine or shrub—no matter how often it is cut back—will keep growing to the light, the human heart—no matter how often it is cut—can reassert its impulse to love."

Take a few moments to become aware of your own life, and notice how the impulse to love is strengthened (rather than dampened) by difficult times.

The Climate Change Argument

Here in the States, we have reached that time of year when the most common question is, "Hot enough for you?" We have been setting heat records for about the past month. We've also been setting both flood and drought records. Along the way, the political argument about "global warming" or "climate change" has been heating up.

Although some deny that the world climate has changed at all, the melting polar ice caps and the disappearance of permafrost suggests that Planet Earth is indeed warmer than it has been for the past few thousands of years. The principal political argument focuses on the degree to which human activity (primarily burning of fossil fuels, especially coal and oil) is responsible for the change.

On one side of this argument, we have those who say that the planet is too large an ecological system to be influenced by human activity. Those who accept the scientific concept of geophysical time point out that the planet has gone through a number of climate shifts in the past, including both really hot and humid periods and ice ages. When you consider the grand scope of geophysical time, we could well be going through "just" another climate shift.

This begs the question of whether we—humans—*should* attempt to take action to influence our global climate. Even if we decide that we should influence the global climate, it isn't clear what might be done other than reducing the amount of carbon dioxide released in the atmosphere when we burn fossil fuels. We are so reliant on fossil fuels for energy (including to produce the electricity we use to run our air conditioners) that it is hard to say whether simple conservation (such as more efficient appliances and higher-mileage vehicles) would make much difference.

The combination of potential risk (the end of life as we know it on the planet), lack of understanding, and

differences of opinion provides a fertile field for argument. The problem is, of course, that arguments are not much help in solving problems. Dale Carnegie (*How to Win Friends and Influence People*) used to say, "The only argument you can win is the one you don't have." Arguing about whether climate change is "real" precludes any real attempt to look at and discuss the evidence. Arguing about whether we should attempt to do something about it precludes identifying possible courses of action and the advantages and disadvantages of each.

Two of the basic metamodel questions in NLP that would help are, "What do you mean?" and "How do you know?" These questions both address the differences between what is usually called an individual's model of the world and the actual world—the difference between a person's mental map and the territory the map represents. One of the truths about arguments is that they are *always* (*always*) about maps. They are *never* (*never*) about territory.

That is also why winning an argument serves no purpose. If your map (beliefs about) of the territory is incorrect, what good does it do you to "win" the argument? I am reminded of the Catholic Church's argument with Galileo about whether the earth was flat and the sun was in orbit around it. The Church may have won the argument with Galileo at the time, but it was the big loser in the long run of history.

Some things, including geophysical time and climate change, are too complex for most of us to understand. We are, of course, still entitled to opinions. The trick is whether we are sufficiently perceptive to understand that our opinions are just that: beliefs based on mental maps that aren't necessarily connected to the external territory. Unless your answer to the question, "How do you know?" points specifically to some observable fact in the external environment, all you have is an opinion.

There's nothing wrong with that, of course, as long as you recognize that it is *just* your opinion and, although it is worth expressing, it isn't worth arguing about....

Miss Matchers

In any given moment, we have the choice as to how we will look at what we are perceiving. NLP has developed the understanding of common themes of perceptions, and calls these *metaprograms*. Metaprograms are based on a combination of genetic predisposition and learned responses. An individual's metaprograms are responsible for much of what we call "personality."

One such theme of perception is matching or mismatching and often results in the tendency toward pessimism or arguing. One of the principal causes of interpersonal conflict is that we all tend to assume that others use the same metaprograms that we do. I came to be more compassionate with myself and my mom when I realized she was a mismatcher, and I

was a matcher (excerpt below from section on common metaprograms in *Healing with Language: Your Key to Effective Mind-Body Communication*).

The Response Metaprogram

The response metaprogram governs whether an individual tends to *match* (agree with) or *mismatch* (disagree with) elements in the environment and information presented by others.

Matchers look for and desire sameness. They prefer to have their environment, including their relationships, remain the same, and they tend to enjoy working for the same organization for a long time. In conversation, they tend to look for and emphasize points of agreement. Matchers often feel "at one" with the universe and feel as though they belong. They identify with the groups with which they are affiliated.

Mismatchers look for differences and enjoy change. In conversation, they will look for and emphasize differences and exceptions to the rule. Mismatchers often feel as though they are different from others and that they do not belong, that they are not actually members of the groups with which they are affiliated. Because mismatchers tend to disagree with others and point out the ways in which they are wrong, mismatchers often have difficulty establishing and maintaining rapport.

You can hear this common theme of matching or mismatching in language, but it is also fun to check your perceptions by putting a quarter a nickel and a dime (all heads up) on a surface. Ask someone to tell you to look at the coins and tell you the first three things that occur to say about them. My mom would have said, "Different amounts, different years, different sizes." I said, "All coins, all heads, all round...."

As a child I did not recognize this metaprogram was at work. I just noticed that my mom and dad often argued, and I often felt criticized. When you grow up, you can look back you can see how things (emotional as well as physical) seemed so much larger than they actually were. Changing perspective provides healing.

This has been a very stressful year for me. I think it was so partially because I was resisting coming back to America after an experience in Thailand that felt like coming home. I loved being in a culture that values meditation. I loved walking into restaurants and seeing an altar and smelling the sweet fragrance of incense. I loved being among people who valued what I came to be in the world.

When I used Clarissa Pinkola Estes's writings in that lesson in August, I felt affirmed when reading her words. I think they are worth sharing again here.

"Struggling souls catch light from other souls who are fully lit and willing to show it. If you

would help to calm the tumult, this is one of the strongest things you can do.

There will always be times when you feel discouraged. I too have felt despair many times in my life, but I do not keep a chair for it; I will not entertain it. It is not allowed to eat from my plate. The reason is this: In my uttermost bones I know something, as do you. [T]here can be no despair when you remember why you came to Earth, who you serve, and who sent you here.

The good words we say and the good deeds we do are not ours: They are the words and deeds of the One who brought us here. In that spirit, I hope you will write this on your wall: When a great ship is in harbor and moored, it is safe, there can be no doubt. But that is not what great ships are built for."

We are the great ships built for these difficult times ... and you and I do have a choice about how we look at things.

What We See in the Mirror

I found the inspiration for this article in an article titled "Animosity," by Peter Clothier, in the 5 August 2011 online edition of The Huffington Post. The focus of his article was on what people see when they look at President Obama as indicated by the words they use to describe him. Clothier's point is that what people say they see is more a reflection of who they are than it is about Obama. The psychological defense mechanism being described is known as *projection*. What we *think* we see in others is often a projection of parts of ourselves we deny.

Projection works in both directions: We project onto heroes the aspects of ourselves that are heroic, and we project onto villains the aspects of ourselves that are evil. More often than not, we do not see others as they are, but as we are. The Biblical injunction against judging others is based in part on an understanding of projection. Motivational speakers have often said, "When you point a finger at someone else, three fingers are pointing back at you." Debra is fond of saying, "What you say about others applies to yourself first."

In general, what we see in the world is more in ourselves than in the external environment. Do you know someone who sees snakes and spiders as "scary"? The fear is in the observer. The spider or snake is just going about the business of being a spider or a snake. Spiders and snakes hardly ever give humans much thought beyond how to stay away from them. If "beauty is in the eye of the beholder," so is "ugly." And so are "mean," "crooked," "awkward," and "evil." This is not to say, of course, that "beauty," "ugly," "good," and "evil" do not exist in the external environment. The label, however, doesn't make it so.

One of the things Obama has often been called is a "Socialist." Whether you agree or disagree, do you

know absolutely for sure what a “socialist is”? When you look it up and see the characteristics of a socialist, how many of the definitions actually apply to Obama? How do you know? What evidence can you find in his policies or statements that supports your view, whether it is that he is or isn’t a socialist?

The most important thing to note is that saying, “Obama proposed this or that tax policy,” and saying that he is a “Socialist” is that you can confirm or disconfirm the proposed tax policy without having to check a whole slew of behaviors—not only his, but also those of others—that may (or may not) fit with the general tenets of socialism. Hardly anyone, for example, would call Ronald Reagan a socialist in spite of the fact that he raised taxes 16 times when tax cuts failed to produce the economic prosperity he had envisioned.

Projection is, of course, a much larger issue than what we think we see in politicians. We use labels as shortcuts for larger, more complex ideas. We have to. We simply could not manage the complexity of the external environment without using labels—generalizations—to convey fundamental ideas. The problems occur when we forget that the complexity of what is real has been reduced by deletion, distorted, and subjected to generalization. Back in the antiquity of the 1970’s, motivational speakers taught their audiences to ask, “And what else?” when they heard someone say, “He (or she) is just a....” And what else?

I never found that question worked very well, as it seems argumentative to many. I find it better to ask, “What do you mean?” and/or “How do you know?” The main purpose of such questions is to help yourself and others think beyond the label. A bridge may be “just” a bridge until you need to cross it. How much you need to know about the details may vary according to circumstances, but it is worth knowing that there is *always* more to know....

Language Tip

English has a lot of strange terminology for language constructions. Can you, for example, define *conversational postulate*? Even if you can’t define the term, you’ve probably used them. Two of the most-often used examples are the following:

- Do you have the time? [Most people who can will check the time and tell you what it is.]
- Does anyone have a pencil? [People will usually let you borrow one if you have an extra.]

A conversational postulate is a question that asks for a yes/no response but usually produces a behavior. “Is the door still open?” “Can you open the window?” Richard Bandler has said that his favorite conversational postulate is, “Can you get naked?” In my experience, that one hardly ever works on a first date....

Questions direct a person’s focus of attention, and conversational postulates often (not always) prompt action rather than a simple yes/no response. Your lin-

guistic challenge for the month is to watch and listen for conversational postulates in advertising, TV shows, and conversation. Just for fun, you might test a few of your own on your friends and relatives. Can you send us a quick email message to tell us how they worked for you?

What’s New?

In some ways it seems like we could answer the “What’s New?” question honestly by saying, “Just about everything!” In May we launched Imagine Healing and set up the delivery of downloads for manuals and audio files, complete with shopping cart and PayPal. In July, Surgical Support, the sister site, went live. The easiest way to think of the relationship between these two, is to think of everyone needing to know about Imagine Healing for patients, and everyone wanting their doctors, nurses, massage therapists, social workers, physical therapists, occupational therapists, acupuncturists, and any other health care professional to know about Surgical Support. Thank you to Rebecca Sterling, for another fine job of technological midwifery....

Speaking of midwifery, “Welcome Baby!” with the background music performed by Pamela Chappell is now available as a download! You will enjoy five of Pamela’s most powerful original songs, plus her singing “How Could Anyone,” written by Libby Roderick; “You Can Relax Now,” written by Susan McCullen; and “Lullaby,” written by Cris Williamson. While it is the perfect, “so you are expecting” gift, we have also discovered that the healing of the inner child that happens with this one is appropriate for women and men of all ages! You can now purchase your download for just \$9.95 at http://www.scs-matters.com/products_download.shtml.

What’s Coming Up?

Saturday, September 17, from 8:30 a.m. to 5:30 p.m., you can join us for **Using Guided Imagery (Imagine Healing)** for the first time through Borgess Health and Fitness Center in Kalamazoo, Michigan. Whether your primary motivation is to work with others or to bring healing into your own life this workshop will provide you with the tools to achieve amazing results.

Learn neuroscience techniques to reduce pain, change limiting beliefs, replace nonproductive attitudes and stop destructive behaviors. This class is ideal for nurses, massage therapists, doctors, energy healers, and everyone who believes in our healing potential. The cost is only \$150, which includes the comprehensive manual plus the CD set. Register online at <http://www.scs-matters.com/workshop-ap.shtml> or call/write now: (269) 921-2217 or debra@scs-matters.com.

Continuing education credits for nurses or massage therapists are available upon completion of this course. [Healing Touch Program is accredited as a provider of continuing nursing education by the

American Nurses Credentialing Center's COA. The Healing Touch Program is approved by the National Certification Board for Therapeutic Massage and Bodywork (NCBTMB) as a continuing education provider under Category A. Provider Number 150588-00. 8 CE contact hours available for \$15]

Debra will also provide an **Introduction To Guided Imagery** monthly at the Borgess Health and Fitness Center in Kalamazoo, Michigan. If you are facing surgery, childbirth or any stressful medical procedure, preparing emotionally and mentally can improve the outcome dramatically. Research indicates people who use guided imagery techniques experience less blood loss, need fewer pain medications, and recover faster. This introductory session is designed to provide an overview of how and why these techniques really work. To register, call (269) 552-2348. The dates are Wednesdays, September 7, October 5, or November 2, 6:30 to 7:00 p.m. The cost is \$20.

SCS continues to be committed to a comprehensive

understanding of healing with language and 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.

Be sure to let people know the NLP training is available online. Joel has that set up to go right along with *Healing with Language: Your Key to Effective Mind-Body Communication*. "Developing Your Intuition with SCS," which is designed to help you learn to distinguish among desires, fears, and intuitive insights, continues to be a goal 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 Skype, or send us a quick email message: debra@scs-matters.com or joel@scs-matters.com, or call Debra at (269) 921-2217.

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

