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Edited and published by Joel P. Bowman and  
Debra Basham for SCS Matters, LLC  
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## TimeWarp Technologies™ Newsletter:

### Welcome...

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

This month the featured articles are “Oh, What a Relief It Is,” by Debra; “Your Personal SPAM Filter,” by Joel; “The Journey Is the Destination,” by Debra; and “The Real Secret of Manifesting Outcomes and Trusting the Process,” by Joel.

### Oh, What a Relief It Is

Have you ever noticed the temptation toward polarity (either/or) thinking when you are in the process of making a decision? It sometimes shows up in the language. People will say, “I want to do the *right* thing,” or “I don’t want to make a *mistake*.” While is it probably wise to be cautious when we are discerning the more appropriate direction to take, the greatest freedom probably comes in changing the way we are thinking about the issue, rather than in one way being *good* and another way being *bad*.

Recently I was pondering all this when I had the idea pop into my awareness that the most love producing direction is not an action journey—it is an emotional journey. You can feel that in your gut. When you are choosing thoughts that feel better and better you know you are moving in the “right” direction.

I often listen to the monthly audio teachings from Abraham-Hicks, and one of the more current that I

heard said you only need to pay attention to one feeling—the feeling of relief. If our emotional intelligence is functioning as a guidance system, this makes a lot of sense. Notice below how you can witness my unwinding an emotional state:

It feels so bad.

But I know that bad feelings don’t last forever.

I don’t know exactly what to do.

But I know I can take my time to figure it out.

Nothing seems clear.

Fortunately, it is OK to just be patient.

Nothing is that serious.

When I remember that life is for learning, I feel better about where I’ve been, I can trust more in where I’m going even if I don’t have everything worked out.

When I trust more in where I’m going, even if I don’t have everything worked out, I relax more and when I relax more I get a slight bit better sense of things, and when I get a slight bit better sense of things, I trust a bit more.

And when I trust a bit more I can breathe more deeply.

And when I breathe more deeply I begin to relax even more.

And when I relax even more my emotions balance.

And when my emotions balance I get more clarity.

In NLP the concept of changing how a person looks at something is called *reframing*. The mechanism for reframing works outside of conscious awareness. In fact, if the “reframe” is too obvious and speaks only to the conscious mind, it will probably create continued resistance.

It is known that if you try to *force* someone to change his or her perspective on something, that perspective is actually reinforced, making future change even more difficult. It is as though, once a person has taken a stand, even if it turns out to not be a pleasant one, that person will tend to defend the position, as though the defense is now about the right to choose for him- or herself. We all have had the experience of pushing a person into a corner, whether *as a child*, dealing with a child, or dealing with a child-like attitude in an adult.

It came to my mind that this is true with regards to *intrapersonal* states as well. When a *part of me* has taken a stand, even if it turns out to not be pleasant, that *part of me* will tend to defend my position, as though my very life depends upon it. Several of the NLP applications deal directly with this idea. *Visual Squash* is a way of resolving such internal conflicts by helping you focus on the positive intentions of each part. First you identify the parts. Then you discover the positive intention of each part. You help the parts negotiate, and once the parts have reached an agreement and understand and appreciate each other's positive purposes, their integration begins to influence your thoughts, feelings, and behaviors in new ways. (*Healing with Language*, Tab L, pg. 26)

The SWISH Pattern is generally useful for behavior or response patterns for which a change of direction is required because it tells the brain *this* way, not *that* way. You can install a change in direction and substitute a positive, new behavior for the unwanted limiting behavior. First you identify the context in which the old behavior occurs. Then you identify, and set aside, a cue image that had been triggering the old behavior. Next you will create an outcome image for a new behavior. The SWISH exchanges the new image for the old. The brain learns quickly, so the effectiveness of the technique (as is true for many NLP techniques) increases with the speed with which it is done. (*Healing with Language*, Tab L, pg. 23)

When you can see that the emotion you are experiencing comes from within the role you had been playing, you are able to actually step back and view your experience from a safe distance. Giving yourself a bit of distance allows you to decide whether you want to continue in that direction or if you are ready to feel better about whatever it was that had seemed so important. As Sebastien R. N. Chamfort said, "The most wasted day of all is that on which we have not laughed." If you do not have a copy of *Healing with Language*, you may be eligible to receive a read-only version for *free* by sending a brief email message to Debra ([debra@scs-matters.com](mailto:debra@scs-matters.com)) requesting access to the read-only version of the training manuals.

## *Your Personal SPAM Filter*

As everyone who has an email address knows, the Internet is rife with junk email, usually called "SPAM," probably because the original Spam was considered "phony meat" (a meat product made primarily from ham). As email, SPAM is advertising that doesn't deliver what is promised. Fortunately, most email programs now provide SPAM filters that automatically divert SPAM into a "junk" folder or directly into the trash. Even the best of SPAM filters, however, requires a bit of "training" to increase its ability to distinguish SPAM messages from those you truly want to receive. Once you have trained the filter by marking SPAM messages as "junk," the filter will automatically perform that task for you, greatly simplifying the task of focusing on the messages of importance.

Computers go about the business of filtering out SPAM without being influenced by emotion. A computer never thinks, "It might be possible that the dying widow of General Xanadu really does need my help administering her millions," or "By some lucky chance I really might have won the UK national sweepstakes...." A computer never thinks, "People will ridicule me because my RAM is too small," or "This may be my last chance to refinance my house." A computer has neither fear nor desire, and absolutely no greed. It just follows directions. SPAM filters are simply rules that tell the computer how to separate junk from the good stuff.

Our personal SPAM detectors work pretty well until fear or desire enter the equation. Because fears and desires influence our ability to filter out SPAM, SPAMMERS do their best to employ emotional appeals for things that should be considered in the light of reason. Emotional appeals have their purpose: you buy gum because it tastes good, and you buy a CD because you enjoy listening to the music. Such decisions are not—or, at least, should *not* be—made the same way as we decide for whom we're going to vote, which house to buy, or which religious belief to embrace.

How do we know when we're being SPAMMED by a salesperson, politician, neighbor, or friend? Start paying attention to the speakers (or writers) and their messages. Are they appealing primarily to your fears or desires? If so, the "orange caution light" in your brain should begin flashing, as you become increasingly aware of the ways in which the individual is using fear and desire to influence your decision. Because the brain circuits that govern fear and desire (to and from the part of the brain called the *amygdala*) outnumber those that govern logic and reason (the *hippocampus*), fears and desires will

override reason and logic unless we have our SPAM filters—your BS detectors—turned on.

Not all efforts to persuade based on fear and desire are malicious, of course. Those who are afraid will attempt to persuade us to be afraid as well. And sometimes they're right. If the building is on fire, fear motivates us to leave quickly. Those who love a product or service will also attempt to persuade us that we should love it. And sometimes they're right. When I say that you will enjoy and benefit from learning NLP, it's because I believe it. Just because others believe something, however, doesn't mean that it is universally true. For much of human history, nearly everyone thought that the world was flat. That didn't make it "true."

Assertions, whether they appeal to our fears or to our desires, can be challenged with the *Metamodel* question, "How do you know?" This question asks for an evidence procedure. At one time, people did not have an evidence procedure to determine whether the world was flat or a globe. Those who asked the question, "How do you know," weren't satisfied with what they heard and began thinking about ways to find the truth. The best way to enhance your personal SPAM filter is by automatically asking, "How do you know" when someone asserts something. You may not want to ask out loud, but asking internally will have the same effect. If someone says, "It's a nice day today," your brain should quietly ask, "How do you know?"

Or, if you want to clarify what the person has said, you can begin with the question, "What do you mean?" What does the person mean by "a nice day"? Does he or she like the weather? Did he or she just receive a promotion or a raise or buy a new car? Too often we *assume* that we know what a person means, when his or her "nice day" may be entirely different from our "nice day." Asking, "What do you mean" improves our understanding of the other person's model of the world. Such questions help uncover the truth of a proposition without challenging the person directly. They also help train your personal SPAM filter so that it will work automatically when the costs associated with being persuaded are higher.

Professional SPAMMERS are aware that what they are saying is not true. Executives from the tobacco companies, for example, were denying that smoking was a factor in both heart and lung disease long after their own research had confirmed the health hazards. As we approach the next national election, we will have ample opportunity to fine tune our personal SPAM filters. One of the nice things about the orange caution lights in our brains is that they never wear out

with use. They might quit with disuse, but the more you use them, they better they work.

## *The Journey Is the Destination*

Recently Joel and I (Debra) drove from Michigan to Washington, DC, to present at the Association of Business Communication International Conference. The route we took meandered through Pennsylvania. It was truly lovely country with steep grades, amazing vistas, and sufficient stops to keep us comfortable as we ticked off the miles. Other than a less-than-satisfying lunch at one of the service plazas, the travel was pleasant, the company was easy, and the time went by well.

I started thinking about how those same ideas apply to all of life. I have become quite a fan of Jerry and Esther and Abraham Hicks. A good friend of mine is signed up to receive a "quote for the day" from them and this is the one from 16 October 2007:

World peace, means one mindset big enough to make the decisions about what everybody else wants, and the rest of the world conforming. That is the ultimate definition of world peace. You say, "Oh, let's get along!" And what each of you mean is, "You do what I want." A peaceful world means, "Everybody wanting what I want. Going along with what I want." And the only problem with that is, there are more than one of you, and you have endless desires that are born within you. The ultimate experience is, everyone having their experience and launching their individual rockets of desire, and the Universe yielding to all of them simultaneously. And everybody not worrying about what anybody else created, and so, then allowing what they are wanting. What a world that is, when there are endless desirers, who are allowing the fulfillment of their own desires.

Excerpted from a workshop in Los Angeles, CA on Saturday, March 10th, 2001

What do you think it would mean for your closest relationships for you to be able to actually experience *everybody not worrying about what anybody else created*? Even more than your closest relationships, think about the person who might challenge you the most. It may even be a public figure. If you have difficulty noticing who represents that role in your life, you might decide to use President Bush, a lot of other people do. Think what it might mean if we were all able to see the choices other people make in life with the same sense I had as I watched the scenery while we drove along the toll road. It is pretty easy to see that our preferences, our values, our beliefs most often had been getting in the way.

I have a file where I keep stories and articles that somehow touch me. I recently got one that was about a woman with a great sense of humor. She was always saying that when she died she wanted a parking meter on her grave that said "Expired." After her nephew found her one on e-Bay® that family arranged to have the woman's grave close to the road where folks would be able to see the expired parking meter! The article said many people have stopped by just to get a chuckle.

I imagine some people thought that was in poor taste, even disrespectful. I think that is too bad. My thinking it is too bad, though, is the same as those who thought it was disrespectful. Perhaps the teaching in the Christian New Testament, "Do not judge, or you too will be judged" (Matthew 7:1), was inviting us to the same attitude of trusting others to make the choices that are most appropriate for them that the Abraham quote is introducing. This made me really start thinking what happens when you see that the journey *is* the destination. One of the presuppositions of NLP (see *Healing with Language*, Bowman and Basham) says there is no such thing as failure, only feedback. Now, to be sure, the presuppositions of NLP are presumed to be *useful* rather than *true*. It may also be useful (even if not always true) when you make a conscious decision to look at life with a more appreciative nature. Maybe a greater sense of humor would make a big difference for a lot of people. One of the techniques Joel and I often use in the Pre- and Postsurgical Support with SCS workshops is a joy implant. As I looked out over Laurel Highlands in Pennsylvania, something inside of me softened toward life. I began to see the hills as a place from which you can enjoy the view. Maybe we could imagine a world of peace where differing political views, awkward moral dilemmas, or even serious values clashes are simply a place from which you can enjoy the view. The following essay is tucked in a file I call "My Funeral." Admittedly having such a mature and secure view of ourselves and others is a bit of a stretch for most of us still, but it is probably worth exploring since we are truly learning that the journey *is* the destination....

**"The Station," by Robert J. Hastings**

Tucked away in our subconscious minds is an idyllic vision. We see ourselves on a long, long trip that almost spans the continent. We're traveling by passenger train, and out the windows we drink in the passing scene of cars on nearby highways, of children waving at a crossing, of cattle grazing on a distant hillside, of smoke pouring from a power plant, of row upon row of corn and wheat, of

flatlands and valleys, of mountains and rolling hills, of biting winter and blazing summer and cavorting spring and docile fall.

But uppermost in our minds is the final destination. On a certain day at a certain hour we will pull into the station. There will be bands playing, and flags waving. And once we get there so many wonderful dreams will come true. So many wishes will be fulfilled and so many pieces of our lives finally will be neatly fitted together like a completed jigsaw puzzle. How restlessly we pace the aisles, damning the minutes for loitering ... waiting, waiting, waiting, for the station.

However, sooner or later we must realize there is no one station, no one place to arrive at once and for all. The true joy of life is the trip. The station is only a dream. It constantly outdistances us.

"When we reach the station, that will be it!" we cry. Translated it means, "When I'm 18, that will be it! When I buy a new 450 SL Mercedes Benz, that will be it! When I put the last kid through college, that will be it! When I have paid off the mortgage, that will be it! When I win a promotion, that will be it! When I reach the age of retirement, that will be it! I shall live happily ever after!"

Unfortunately, once we get it, then "it" disappears. The station somehow hides itself at the end of an endless track.

"Relish the moment" is a good motto, especially when coupled with Psalm 118:24: "This is the day which the Lord hath made; we will rejoice and be glad in it." It isn't the burdens of today that drive men mad. Rather, it is regret over yesterday or fear of tomorrow. Regret and fear are twin thieves who would rob us of today.

So, stop pacing the aisles and counting the miles. Instead, climb more mountains, eat more ice cream, go barefoot oftener, swim more rivers, watch more sunsets, laugh more and cry less. Life must be lived as we go along. The station will come soon enough.

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Robert J. Hastings Estate

## *The Real Secret of Manifesting Outcomes and Trusting the Process*

One of the questions I (Joel) have had about the seeming conflict between manifesting desirable outcomes and going with the flow of trust in the process is where and how the concepts overlap or intersect. Can we truly "love what is" if we actively seek change? The most extreme example of this would be if you really love lying in bed in the morning, why get up? While I suppose that someone somewhere may

simply choose to stay in bed, my guess is that most people are motivated to get up because at some point getting up and doing something else seems to offer more satisfactions than remaining in bed.

One of the things not well understood about the Metaprograms in NLP is that the polarities that define the behavioral extremes are artificial. The Direction Metaprogram is the one that describes the way a person focuses on moving *away from* the undesirable or *toward* the desirable. Most people will stay in bed only as long as that seems the most desirable. We get up when staying in bed becomes uncomfortable or when something else seems more desirable. We would have a very different world if we all loved “what is” so much that we all just stayed right where we were doing whatever it was that we loved.

Unless ... what we love is working to achieve desirable objectives or to change the undesirable in one way or another. We build bridges *not* because we desire bridges but because we see wading, swimming, and ferries as inconvenient ways of crossing rivers. If we had truly loved the “what is” of swimming across rivers, we would have neither ferries nor bridges. Seeing something as inconvenient naturally leads to speculation about what might be more convenient. We cannot move away from the difficulty of crossing a river without also moving toward ways to make the crossing easier. I suspect that the first bridge happened naturally when a tree had fallen across a river, and our ancestors recognized that they could use it to walk across the river.

My sense of trusting the process is that it has more to do with *past* and *present* than it does with *future*. Most of us have had at least some unpleasant experiences in the process of growing older and wiser, and—at least to me—we do well to trust that what happened, happened for a reason. The present process may not always be what we would like, but rather than spending time focused on what we don’t like about the current process, we do better when we decide on what we would prefer and focus our energies on manifesting the outcomes we desire.

My grandmother was fond of saying, “If wishes were horses, then beggars would ride.” If wishing and wishing frequently were sufficient, the beggars would all have had horses. For those who don’t already have one, however, the way to get a horse is to earn the money to buy one. The principal problem with wishing is that, inherent in the wish, is the reality of lack. The morbidly obese person who looks at him- or herself naked in the mirror and bravely affirms, “I am my ideal weight,” is actually reinforcing his or her current weight, just as the

beggar who wishes for a horse is reinforcing his or her lack of a horse.

Affirmation and denial are two sides of the same coin. Saying, “I am *not* a crook,” actually means, “I am a crook” just as, “I am *not* angry,” means, “I am angry.” At the same time, “I am my ideal weight,” means, “I am *not* my ideal weight.” As Michael Losier (see *The Law of Attraction*) points out, the focus needs to be on the *process* rather than the *state* of the result:

- I am saving money to buy a horse.
- I am choosing what I eat and exercising to attain my ideal weight.
- I am choosing to let my anger dissipate and focus on love.

The irony of language is statements mean both what they say and the opposite. If I say, “You’re angry,” at some level, I am also saying, “I’m angry.” If you respond by saying, “I am *not* angry,” you are not only saying, “I am angry,” but also saying, “You are angry.” The amount of anger between us actually multiplies.

It seems to me that trusting the process and manifesting outcomes is a matter of distinguishing between what we wish to move away from and the desired outcome and focusing on the process that moves us in the direction we desire to go. The Shakers used to say, “When you pray, move your feet,” and many religions teach the equivalent of, “God helps those who help themselves.” When you set and work to achieve desired outcomes, the Universe knows that you *really* want what you say you do.

### *Website Specials*

We have added a new PowerPoint presentation available on the Website that may be of interest to you or to someone you know. It is called “What if You Are a Hypnotist...And Don’t Know It,” and is essentially what Debra and I (Joel) presented in Washington, DC. It capitalizes on much of what we learned about effective presentations, tells the story well, and makes a nice visual teaching aid. The presentation is online in three versions, a PowerPoint show (requires the Microsoft Office 2007 version of PowerPoint or a current version of the free PowerPoint reader) and as PDF files (requires Adobe Reader) in both color and black and white. See the presentation at [www.scs-matters.com/downloads.shtml](http://www.scs-matters.com/downloads.shtml) ... and enjoy.

Additionally, remember that we welcome guest articles, invite you to contribute to the SCS Blog and, if appropriate, invite you to submit your biographical statement and photo to join the list of SCS Affiliates. See the format and content by visiting [www.scs-matters.com/scspracs.shtml](http://www.scs-matters.com/scspracs.shtml).

We are currently working with Connie Vinci (SCS graduate from Kalamazoo, Michigan) on a project that will make a video on eye-accessing cues available online.

### *What's Coming Up?*

This month (9 - 11) we will be with Judy Bolin at The Wildwood Farm, in Nunnely, Tennessee, offering a custom workshop that is part psychology, part philosophy, and all inspiration. It is perfect as an introduction to SCS—or as a continuation of study, or as a meaningful time *down at the farm*. The promo piece reads, "Where ever you find yourself right now, Joel and Debra and the SCS/NLP technology will allow you to see your future more clearly. The path will never be found behind you. You will be stepping into the brilliance of your own well-being." For this one, we will use all of the SCS resources as we focus on conversational change work, energy healing, and metaphor and self-talk.

Coordinator, Kimberly Juhlin, DVM, will be hosting us for *Healing with Language: SCS Level 2, Introduction to NLP* in Valparaiso, Indiana, in December (6 - 8).

You can download flyers for both of these events by going to [www.scs-matters.com](http://www.scs-matters.com) and click on What's Scheduled and go to the appropriate month. You are the ones who have recognized SCS/NLP technology has value to our world, and we appreciate your inviting those you know will most benefit. While we do not know for sure when the time is right for another to attend one of our workshops, it is also true that your intuition will guide you.

We are in the process of developing our training schedule for 2008, so 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 *Seeing the Divine in Everyday Life: 7 Keys to Joyful Living* or any one of the workshops in the SCS list of offerings, call Debra at (269) 921-2217, or send her a quick email message:

[debra@scs-matters.com](mailto:debra@scs-matters.com)

