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TimeWarp Technologies™ Newsletter: Anniversary Issue

Welcome...

Here is your TimeWarp Technologies™ Newsletter for September 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 issue marks the one-year anniversary of the newsletter, and this month the featured articles are “Living Your Soul Purpose,” by Debra; “Teaching Tales Wag the Dog,” by Joel; and “SCS Expands and Extends,” by Joel and Debra.

Living Your Soul Purpose

Have you heard that by the time you hear the thunder, the lightening strike has already happened? In some ways, soul purpose is like that. Recently I had an amazing week of seeing (and valuing) the significance of the contributions I have made in the lives of individuals. I often see that when I look at my grandchildren. You know that powerful feeling of witnessing co-creation at its best? Recognizing that, although the phrase *weaving together the threads of body, mind, and spirit* has not been present in my marketing materials in a while, the seeds had been sown and the growth continues to be harvested. Joel talks about it as ever-widening ripples in the pond. I could not find the quotation online, but a friend recently told me that Ramm Dass said, “Never try to join them or change them. Stand at the door and invite them out.” This made me think of my grandchildren again...

Actually, it made me think how raising children is raising consciousness. During the recent NLP Intensive, Classroom Classics, we were looking at what is being *taught* as compared to what is being *learned*. Many of us grew up having been instructed to do as I say, not as I do. My awareness of energy and what NLP refers to as *state management* changes all of that now. Regardless of what I am telling someone to do, I am actually inviting the behavior I am currently doing. When Joel and I taught the skill of anchoring—setting, setting and integrating, amplifying, diminishing, or chaining—participants were actually learning that the emotional charge of even very painful memories or thoughts or beliefs may be diminished or eliminated completely when we focus on the good stuff in our lives. It is popular right now to talk about that as the Law of Attraction, but it was a long time ago we first heard Wayne Dyer tell us if you change the way you look at things, the things you look at change.

Years ago my daughter, Stacey, was going in and out under the clothing racks while her grandmother and I were busy shopping. I got annoyed and said to her, “Get out from under there. Act your age.” My mother-in-law simply replied, “She is.” At that time, she was less than two years old! Needless to say, my viewpoint was dramatically shifted... and so was the color of my face.

Imagine a child coming to the table for lunch and saying, “I’m not hungry,” only to be made to eat. Perhaps what the parent/teacher thinks he or she is teaching is proper nutrition and care for the body. What the child might actually be learning is, “I don’t

know what I feel,” or “Someone else knows what I need.” Notice the way you can, without loss of the worthy objective of good nutrition, integrate the awareness you really want the children in your life to be learning when you realize (*real eyes*) what is being taught and what is being learned:

Step 1: Empathize

Name the feeling. It will teach emotional intelligence so they don't grow up thinking there are only happy, sad, mad, or glad feelings. Just imagine how you might have felt in a similar situation. It is not vital that you get it right. “It is *frustrating* to have to eat lunch when you aren't really hungry, isn't it.” The feeling, of course may be something other than frustrating, and it is important for you to help the child find the most appropriate feeling word. Naming the feeling helps create some cognitive distance between the emotion and the experience.

Step 2: Neutralize

“Although you are feeling frustrated....” Subordinating the feeling of frustration to the options that follow helps the child shift his or her attention from the negative to the positive.

Step 3: Customize

...you can choose to eat a little bit now and have a bigger dinner if you are hungry at that time, sit with us and enjoy the company and save your sandwich for later, or eat your fruit and drink your milk” The key is to provide several options, all of which are acceptable to you. Making sure the choices are workable, the child is now learning both the importance of working with the environment (external) while honoring the self (internal). This creates a mutual goal, and results in a solution that is win-win.

Step 4: Familiarize

“When you have had choices before, you were able to make good choices....” This affirms that the child knew how to make a good choice in the past and presupposes that he or she will do so again now.

Step 5: Emphasize

“Because you always feel good when you have decided to do something that is good for you...” This puts the learning right on the table.

Step 6: Specialize

...and you know after lunch we will be enjoying our walk and nap...” Find something special that will *futurepace* a time beyond the current feeling

of frustration. This works easily because one can always look ahead to something pleasant.

Step 7: Optimize

“Sometimes I am not hungry when it is time to eat, too. I'm glad that you decided to [state the acceptable behavior chosen by the child].” This reinforces the ability to choose a wise behavior without denying how you feel in a given situation. Freedom, respect, choice.... Nice.

Think back to your own childhood. Identify a person or persons who just seemed to honor you or your needs or desires. It may have been a Sunday school teacher, or a neighbor, or the parent of a friend. It may have been a favorite aunt or uncle or a grandparent. It may have been a pet. When I was a kid, no one seemed to understand me like my dog, Lady.

In *Healing with Language* an effective communication strategy is shown to have four specific steps: pace, lead, blend outcomes, motivate. You pace another person by matching the tone of voice or rate of speech, and listening for and matching sense-based vocabulary and specific choice of words. You lead the conversation by seeking to understand the other person. Stephen Covey says seek first to understand, then to be understood. Don Miguel Ruiz encourages us to take nothing personally because people always do what they do for their own reasons. Being able to blend outcomes means you are intent on finding ways to create win-win solutions. Motivation happens most elegantly when you are subtle about using language to put problems and difficulties in the past and solutions and possibilities in the future. Think back to that child who was not feeling hungry at lunch time. Notice how easily freedom, respect, and choice flow naturally when you are using this communication strategy. Perhaps this allows the teaching and learning to be congruent.

Many of the people who have played important roles in my finding my soul purpose are on the other side now. Some people would say they are dead, but while I do not deny they are not in my life in the same way I had previously experienced them, somehow thinking of the energy or the soul or the spirit just takes me to an expanded view of their presence. It reminds me of a story about a man who went to a psychiatrist because he was having an identity crisis. He kept having two recurring nightmares. In one he was a wigwam. In the other he was a teepee. Every night he would have one or the other of these odd dreams. With pleading in his voice he asked the doctor if he knew what was wrong with him. The doctor said, yes. “It is obvious. You are just two tents.”

Feeling the energy flowing inside my own body while in a massage session and then being introduced to the energy through Healing Touch really set me on my path. Meeting Joel and learning NLP and creating Subtle Communication Systems and SCS Matters, LLC, were lovely evolutions. At the core, though, is the wonderful truth. If you want to know about the sea, don't ask a fish. The truth about soul purpose might just be in this lovely writing by S. Angela Bynum.

What am I? I have a body. I am physical. I laugh, I cry, I love. I am emotional. I think and I reason. I am intellectual. But most of all I am greater than I appear to be. I am Spiritual, and if I neglect not my spirituality, all other aspects of my being will fall into place and I shall become all that I was designed to be.

In closing, it might be nice to remember what one of Joel's teachers has said about how you cannot *not* be on your path.... Let that give you wind beneath your wings. It is time to soar!

Teaching Tales Wag the Dog

As strange as it may seem, Milton Erickson, M.D., wasn't always what we think of as an "Ericksonian hypnotist." In *Hope and Resiliency: Understanding the Psychotherapeutic Strategies of Milton H. Erickson, MD* (2005), Dan Short, Betty Alice Erickson, and Roxanna Erickson Klein, Erickson began his career as a fairly traditional therapist. When he began using hypnosis, he began with directive hypnosis and only later began using indirect hypnosis, therapeutic metaphors, and brief therapy. This article, however, is not so much about Erickson as it is about the power of "teaching tales" to "wag the dog."

Teaching tales—stories and extended metaphors—have a powerful influence on those listening, whether they are clients in a therapeutic setting, school children, customers, or employees. In *The Emotional Brain: The Mysterious Underpinnings of Emotional Life* (1996), Joseph LeDoux confirms that persuasion works better when the persuadees do not know that they are being influenced. That's why implicit messages are the staple of so many advertising campaigns (p. 57).

The power of stories to influence us while holding our attention can be illustrated by a quick look at human evolution. What did primitive people—or ancestors—do when the sun went down? Once they had figured out how to use fire, they huddled around the campfire and listened and dozed while the old people told stories. As the young people grew older and became the tribe's Elders, they also became the story tellers, and, in that way, the important stories were passed from generation to generation.

Eventually, of course, certain story-tellers were considered superior at the telling. They became the poets, song writers, playwrights, and novelists of their cultures. And—even more eventually—they became the movie makers and TV producers of what we like to think of as "modern times." Stories still captivate our attention. Think about every CSI show (or something similar) you have ever seen. Note that the stories are all basically the same. The bad guy (or guys) kills someone. The hero and his helpers investigate the crime scene, collect evidence to figure out who did the crime, and (60 minutes and 5 or 6 commercials later) the killer is caught and punished.

This basic plot outline has been satisfying audiences since before Beowulf killed the dragon, and I suspect that it will be back again when the fall TV season begins. The fact that we can enjoy the same basic story repeatedly demonstrates how quickly and easily we go into a trance-like state when we are listening to (or watching) stories unfold.

You undoubtedly know that "product placement" is considered one of the most effective forms of advertising because the advertising is *implicit* rather than *explicit*. No one shouts, "Buy this product," or says that the product has many features offering numerous benefits. The product is just "there," being used—and being sold by a "teaching tale."

In clinical settings, classroom teaching, coaching, and motivational situations of all descriptions, teaching tales are the *gold standard* of change. What Milton Erickson discovered was that his clinical work and teaching both became more effective as he increased his use of indirect suggestion, metaphors, and teaching tales. If you're like most people, the teachers you remember best and the speakers you have most enjoyed listening to are those who entertained you—entranced you—while they were teaching or speaking. The metaphor of "a spoonful of sugar helps the medicine go down" has universal application.

Teaching tales are not, of course, good substitutes for what might be considered "real" conversation. Our daily exchanges with others often depend on questions, answers, and on-going discussion about important matters requiring specific decisions or answers. If a friend asks whether you'd like to go to lunch, and your reply is, "That reminds me of a story..." your friend is likely to leave without you.

At times, however, what you need to communicate might well be expressed most effectively through a story or metaphor, especially when a straight-forward approach might lead to an unpleasant confrontation. What Erickson discovered is that as he abandoned the direct, prescriptive style in favor of an indirect, metaphorical approach, he became more effective as a

clinician and as a teacher. When I was teaching my business communication students how to give an oral presentation, I told them stories about previous students who had been nervous about speaking to the class and emphasized their strategies for overcoming “stage fright.” The teaching tales were a lot more effective than simply telling them that they had no reason to be nervous.

The next time you are working with a client, persuading a client or customer to take a certain action or buy a particular product, or teaching someone something new, think about the ways in which you could adopt a subtle, indirect approach by using a metaphor or a teaching tale that wags the dog.

SCS Expands and Extends: Plans for 2008

Our relationship began when Debra asked Joel to teach her NLP and offered to teach Joel techniques of healing with energy in exchange. That led to our beginning to teach together (in August of 2000) and our collaboration on what have become the SCS materials, products, and services. From the beginning, the collaboration was natural and logical. Joel had developed the following personal mission statement as part of a Steven Covey (*7 Habits of Highly Effective People*) training: *To bring out the Divine in myself and others through writing, speaking, and interpersonal relationships.* That was several years before we met. Also, before we met, Debra had developed the following personal mission statement: *Living, encouraging, and enjoying a conscious spiritual journey.* The similarities were impossible to ignore.

As our collaboration continued, our curriculum was recognized by Associated Bodywork & Massage Professionals (ABMP) as meeting or exceeding industry standards. SCS is also approved by the Society of NLP and the American Board of Hypnotherapy (ABH). With help from Rebecca Stuurwold of Sterling Designs (www.sterlingdesigns.net), we created a Website (www.scs-matters.com), and we have offered workshops in Energy Medicine, NLP, and Pre- and Postsurgical support with regularity. We initiated this electronic newsletter a year ago, with the premier issue being published in September 2006.

When we look back at what we have accomplished in the past seven years, it seems like a lot. But the accomplishments alone don't tell the whole story. Those who have known us from the beginning are aware that we have struggled along the way, engaging in what we have called “mud wrestling.” We haven't always agreed, and we haven't always been able to find what are usually called “win-win” solutions or even easy compromises (really lose-lose

solutions). Being able to see and decide on an appropriate way forward has not always been easy. Although we both agree on the need to “Trust the process” and that “The path that can be deviated from is not the path,” we haven't always been able to agree on the next right step.

Fortunately, 7 really is a Magic Number, and we are moving closer to knowing and understanding the what, where, when, and how of expanding and extending SCS. One of our goals for those who take our classes has always been to ensure a combination of cognitive understanding and experiential commitment, a combination of *head* and *heart* in pursuing excellence. We expect those who choose to train with us to have what has been called a growth mindset: the desire to continue learning. That is, of course, one of the reasons we offer “perpetual tuition,” a program that encourages renewal and exploration. Those who have already trained with us know that we have continued to grow and explore, so that each time we offer a workshop, it will have changed based on what we have learned since the last time.

In 2008, we are planning what we have called a **Road Show**. Until now, most of our training has been in SW Michigan, and it is time for us to extend our reach. To coincide with and facilitate that process, we have developed a new program, *Seeing the Divine in Everyday Life: 7 Keys to Joyful Living*. The new program is, of course, a logical extension of our mission statements and is designed to promote personal healing and to provide workshop participants with practical techniques for facilitating their own personal growth and that of others.

You will be able to take *Seeing the Divine in Everyday Life: 7 Keys to Joyful Living* as a stand-alone workshop or as your introduction to the SCS series on healing, training in neurolinguistics (NLP), or training in Pre- and Postsurgical Support with SCS. In some ways, *7 Keys to Joyful Living* represents the best of SCS—those things that we have discovered **really work** to promote health (physical, emotional/mental, and spiritual) and a joyful sense of abundance. We learned many of them the hard way. You won't have to: *7 Keys to Joyful Living* can save you a lot of mud wrestling along the way.

We are also reintroducing the Forums for online learning. We had taken them offline because spammers had discovered they could post their dubious offerings on them. With Rebecca's help once again, we have introduced membership controls so that you'll be able to participate comfortably in the process of online learning. For the SCS series, the Forum you want is the SCS-NLP Forum: <http://www.scs-matters.com/SCS-NLP>, and for NLP, the Forum you

want is NLP-Online: www.scs-matters.com/NLP-Online. Whether you are new to Energy Medicine or NLP or already experienced, the Forums will allow you to ask and answer questions, to deepen your understanding, and to participate in ongoing discussions of significant issues.

Also for 2008, we will be doing more with video. If you've been reading Joel's blog (www.scs-matters.com/scsblog), you already know that we're aware of how video is reshaping the way people learn. We intend to make better use of video for instructional purposes. We know that the best way for us to encourage you to expand and extend is by doing so ourselves. It will be interesting to see where we all are in another seven years (2014).

Debra's New Website

Debra has set up a new Website to promote her clinical and ministerial work. Be sure to see it and read more about her professional presence and activities: <http://www.reverendbasham.com/>

For Your Reading Pleasure

If you're not already a reader of the SCS Blog, as a reader of the TimeWarp Technologies™ Newsletter, you might enjoy it. You might also enjoy entering your own comments and stories. We are also glad to consider your articles for inclusion in the Newsletter. If you've discovered techniques or strategies for being more effective with Energy healing or neurolinguistics, your sharing them with Newsletter subscribers would be a way of amplifying their effectiveness.

If you're new to SCS or NLP, you may be interested in knowing that we provide free, **Read Only**, copies of the SCS training manuals online for your down-

loading and reading pleasure. They are available at the following URL: www.scs-matters.com/read-only.shtml. For a complete list of the "Free, Fun, and Useful" downloads we make available, see www.scs-matters.com/downloads.shtml.

We have a series of guest articles online at the following URL: www.scs-matters.com/articles.shtml. You might be surprised by some of the topics covered, which range from the influence of past lives and archetypes to equine therapy.

What's Coming UP?

In late September, we are offering three days (27, 28, and 29) on "Healing with Energy and Language" In St. Joseph, Michigan. In October, we'll be presenting on conversational hypnosis at the Annual Convention of the Association of Business Communication in Washington, D.C. We also will be conducting a special four-day workshop on *The Language of Success*, in Holland, Michigan, from 23 – 26 October.

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

