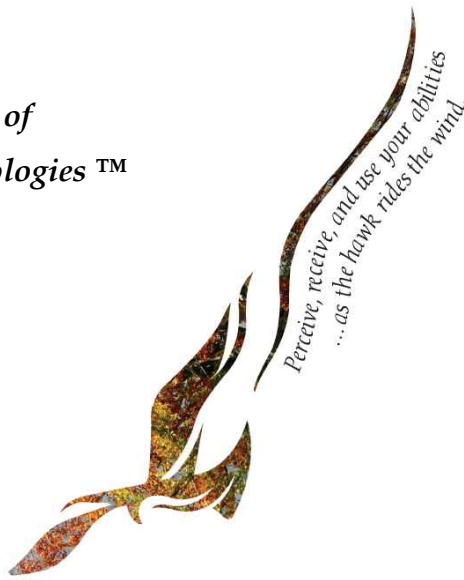


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Edited and published by Joel P. Bowman and
Debra Basham for SCS Matters, LLC
April 2010

The SCS *Beyond Mastery* Newsletter

Welcome ...

Here is your *Beyond Mastery Newsletter* for April 2010. This newsletter may be duplicated and distributed to those who share an interest in Energy Medicine, neuro-linguistics—especially Neurolinguistic Programming (NLP)—and spirituality.

This month the featured articles are “Out of the Box,” by Debra; “Do Questions Have Power?” by Joel; “I Wonder Why They Call It Good Friday,” by Debra; “When the Pause is Pregnant” by Joel; and a special guest article by Ron Soderquist, a Marriage and Family Therapist and Medical Hypnotist in the Los Angeles area for 40 years and NLP'er from the early days in the late 1970s

Out of the Box

Once again I find myself pondering what it is that allows you to grow beyond your comfort zone. In a way it is overcoming what Virginia Satir referred to as the *lure of the familiar*. Recently I had a conversation about all of this. Specifically, I am curious how some individuals get stuck within a certain thinking style while others are able to develop what I most often refer to as a mature (soulful, aware) worldview.

Think for a minute what your own journey has included. At one time you might have believed in a cultural myth, such as Santa Claus or the Tooth Fairy. While some people question the value of instilling those sorts of beliefs, knowing everyone will outgrow them some day, your ability to think about those sorts of stories as metaphor brings a lot more understanding. And at the level of metaphor, there is something worth knowing.

I do have compassion for you if you are in the process of sliding from the comfortable perspective that surrounds the “ignorance” of those religious

stories that are also cultural myths. For example, Native Americans and practitioners of Christianity or Judaism would not speak of things the same way, but each culture takes great joy in sharing tales, each reflecting the universal archetypes in ways that assures us that we are significant, if only so for a limited period of time.

Themes like birth, death, and rebirth or beginning, middle, and ending; concepts like planting, toiling, and harvesting or losing, seeking, and finding are woven into each individual's setting in a way that is recognized and understood.

Characters such as mother, father, sister, brother, and husband, wife, friend or foe; dot the landscapes of our lives, often without your becoming aware of them as a metaphor. Roles of teacher, healer, helper, confidant do the same. Meanwhile, we are learning from them, as we learn about ourselves.

But it is vital to pay attention to what it is that we are learning. I remember one of the first myths that I began to question was that there was a literal location for heaven or hell. That came into question pretty naturally after I took my first commercial flight. Where *exactly* might that be? Something as easy as learning about our physical world allows you to question the stories even as you continue to be supported by the truth of our divine nature.

Other ideas came more slowly. It was really challenging for me to explore the teaching that “no one comes to the Father but by me,” meaning that Christianity was the only true religion, or the only religion whose practitioners had it right. I can see now how someone might consider that pretty darn egotistical, and, yet, how it is also understandable given that we are developing through stages of understanding and that self-centered state that you can see so clearly in teenage girls is something we were all affected by.

The most wonderful part of your growing up is that you get to think more clearly. You no longer have to believe in Santa Claus to have a Merry Christmas. And in some ways, knowing there is no Santa Claus enables you to be generous and loving in ways that were not possible when you believed those childhood myths.

What's most important, someone might just enjoy seeing what else happens when you affirm that you want to know the truth, and you don't just want to believe what you grew up believing. When I prayed that prayer, it was about my dad. He had died (what I now think of as transitioning—just moving from physical to nonphysical as in from dust we come and to dust we return) and I told God I wanted to know if he were all right where he was. I have written more about that at other occasions so for now, let's just say the world opens up in wonder-filled ways when you got let out of the box....

Do Questions Have Power?

Have you ever noticed that questions have the power to focus your attention? If I had simply said, "Questions have the power to focus your attention," your tendency might have been to agree without really thinking about it, or it might have been to disagree. That's one of the things about statements. Questions, on the other hand, tend to produce what in NLP is often called a *transderivational* search for relevant information—that means you look through all your relevant memories to find possible answers to the question.

Who signed the U.S. Declaration of Independence? A transderivational search might come up with John Hancock, Benjamin Franklin, and, perhaps, Samuel Adams. Unless you have studied a lot of U.S. history, you probably can't remember more than a few names, but—and this is the key—when you hear the question, your brain retrieves as much of the relevant information as it can *automatically*.

A question is the only kind of sentence that has that power. If you had been directed (declarative sentence) or even commanded (a command) to name the signatories of the Declaration of Independence, your first response would have been to ask yourself a question about whether you should comply. Even in the military, where giving and receiving orders is a way of life, "newbies" have to be trained (and trained again) to follow orders without question—and, what is of greater importance in the military—without resistance.

What does this mean for regular, old daily communication? You may have already been asking that question. Think about sales and other situations requiring you to be persuasive. Questions are the best way for you to *frame* the discussion about the product, service, or idea in the way that best serves your purposes. Questions are also the best way for you to obtain the information you need to be persuasive.

The "dance" between the sales representative and the customer is usually choreographed by the person who asks the most questions. The one who asks the most questions controls the direction and flow of the conversation. The best sales people use questions to discover underlying reasons and concerns. If the customer is the one asking most of the questions, the sales rep may not have an opportunity to discover the *real* reason the customer expressed interest in a product or service.

The same is essentially true in our everyday conversations with co-workers, friends, and family. We may not think of those conversations as "sales," but they always [*always?* Yes, always] contain a persuasive element. In all relationships, the people involved want something from each other. When that ceases to be the case, the relationship ends. What is the single most important rhetorical device for ensuring that you and others get what you want and need from a relationship? Yes, it's *questions*.

Questions open the door for a response. The questions do, of course, have to be phrased in a way that invites a real response. If you ask, "Why did you do that," for example, you'll get the "Pez Dispenser" response we have discussed in previous newsletters. Reason One will pop up. If it is rejected, Reason Two will pop up. Reason after reason will pop up until the dispenser is empty.

Fortunately, the language machine in your brain also has a Pez dispenser for questions. If you ask a bad question as determined by a low-quality response, you can follow-up with a different question:

Question: Why did you do that?

Answer: It seemed like a good idea at the time.

New Question: What were you hoping to accomplish?

New Answer: I had hoped to....

Asking follow-up questions is more easily done in face-to-face conversations than it is by e-mail or other forms of *asynchronous* conversations. The failure to ask good questions is one of the principal reasons e-mail—and especially posts to e-mail lists—often end up in "flaming." Declarative sentences (such as this one) are basically closed in that readers or listeners must either accept what is being said "as is," or they must find something in the sentence with which to disagree or to ask about. Yes/no questions are also essentially closed, whereas open questions call for an extended response. Compare the following:

Closed Question: May I help you? [Invites only a yes/no response.]

Open Question: How may I help you today? [Invites a descriptive response.]

Are you convinced at this point that questions are a good way to focus attention? What else might be required to persuade you to give questions serious

consideration? Have you thought about the opportunities you have to focus more on where and how questions are useful? Will you let me know what you discover about the ways in which questions help frame issues and nurture relationships? I'm especially curious to know whether you will include *embedded questions* and *tag questions* in your exploration. For more information about questions, see Chapter 10 in *Healing with Language: Your Key to Effective Mind-Body Communication*, by Bowman and Basham.

I Wonder Why They Call It Good Friday

It has been quite a few years since the liturgical calendar had much impact on my life, but I still remember how powerful metaphors can exert influence over your life in ways you had not yet noticed. My grandson, Adam, is a deep thinker. He told his grandpa that some questions really keep him awake at night. Like why a kamikaze pilot wears a crash helmet. Some of you may have wondered why the day that commemorates the crucifixion of Christ would be called *Good Friday* by Christians.

Perhaps the secret is for all of us to realize that while none of us has any innate prerequisites to suffer, there has been a belief, not only in the East, but also in the West, that everyone has to atone, and this implication had been superimposed on the mystical path. Those in the West saw suffering as something necessary to endure to ensure a pleasant afterlife, while those in the East saw suffering as payment for past actions, as in a karmic debt. What if the time has come for us to expand our awareness and truly leave all those beliefs behind? What might that mean for you, and what might it mean for all of humankind?

I think a lot about spiritual maturity or soul consciousness. In some ways both of those terms are a bit misleading. They seem to imply becoming something. It is more a releasing of what you just thought you were. For example, what does it mean to say that a child had been born in sin? Where did that silly idea come from? Could a divine creator look at a newborn infant and say that? Perhaps...

What if that were never meant to be personal but was an observation of how culture affects people within it ... I read recently that our culture can kill us faster than our genes! All of you who know about SCS/NLP understand just how true that is and *why*. Think about the way many people have an adversarial relationship with food. "I know I should not eat this." What a foolish thought. I do remember Erma Bombeck's saying (it has been a while) that she was going to stop eating chocolate cake. She was going to just put it right where it was going to end up—on her thighs.

Now, I admit I tend to really enjoy eating foods that are good for you. I also find exercise pleasant. I can look forward to a fresh salad as much as a dog looks forward to a bone. Riding my bike or going for a walk would be on my top ten favorite activities. I also enjoy ice cream. It may be that the key is really simple. It is

important to love your life. One way some people do that is to truly see how blessed you are, even though the culture we are living in is definitely having some growing pains.

Back to Good Friday. We can all think of reasons that something you initially thought was really bad turned out to have hidden gifts tucked in and around the challenges. Maybe it is time for us to resurrect our own sense of appreciation. Call it joy for the journey. Or staying on the bright side. Or looking through the eyes of love. Then maybe you can have a Marvelous Monday, a Terrific Tuesday, a Wonder-filled Wednesday, a Tantalizing Thursday, a Fantastic Friday, a Super Saturday, and a Scrumptious Sunday. Yes, I like that....

When the Pause is Pregnant

The term "pregnant pause" is primarily a theatrical expression indicating a pause in the dialogue that is "pregnant" with, or full of, expectation. It is the silence that "speaks volumes." In a murder mystery, the detective asks the guests to gather in the ballroom. They murmur while assembling. When they quiet down, the detective says, "One of you killed the butler...." That is followed by a *pregnant pause*, while the guests look at one another.

Theatrics aside, pauses—periods of silence—play an important role in conversations. In music, if it were not for the rests—the spaces between the notes—we would hear the music as noise. The great composer Claude Debussy said, "*Music is the space between the notes.*" While without the notes there would be no music, there would also be no music without the periods of silence between the notes. This same rule applies to conversations.

If you're old enough to remember the movie or TV series "M.A.S.H.," or if you have seen the reruns on cable TV, you have probably heard the Colonel and his clerk, Radar O'Reilly, talking at the same time and understanding each other. This doesn't happen much in what we like to call "real life." If two people are talking at the same time, neither is doing much in the way of listening.

That's one of the reasons interrupting is considered rude. You may have noticed that on some TV talk shows the host has a hard time asking a question and then pausing to give the guest an opportunity to answer. The host will ask the question, add his or her own perspective, and then ask the question again—only to provide additional commentary, and then ask again. In some cases, the entire interview is consumed by the host's nonstop speaking. You might have wondered why the host bothers with guests. At least I have had that thought from time to time....

One of the things about exchanges of that variety is that they communicate perceived rank and status. Powerful people (and those who consider themselves powerful) assume that they have the right to speak and deserve to be listened to. Those who perceive themselves to be of lesser importance are reluctant to speak without permission. In the relatively long-ago

past, the “common folk” were expected to remain silent in the presence of royalty, and women were expected to remain silent in church (where men would pontificate on the nature of God). We see remnants of this attitude in business, where those higher in the corporate ranks speak, while those lower in the ranks listen.

In equal relationships, individuals take turns speaking and listening. Power in such relationships is indicated as much by the silences as it is by the speaking. In many cases, listening conveys more power than talking. While you can sometimes learn a lot by paying attention (listening) to what you are saying, it is more often the case that you will learn more by listening to what someone else is saying. “Listening” in this case implies really listening rather than spending time rehearsing what you want to say next. If the “chatter” in your mind is louder than the other person’s voice, you aren’t really listening.

This is where the “pregnant pause” becomes the “pause that refreshes.” In conversation, a pregnant pause gives both people—or all those involved in the conversation—a chance to think about, to meditate on, the meaning of what has been said. In such pauses the nature of relationships is heard. Silence, after all, communicates respect, which was why kings and queens required it of their subjects. That kind of silence was enforced, and it is only in silence freely given that deep bonds can be forged.

Although being the one who talks the most may convey the sense that you are the center of attention, and although it may feel good at the time, the best feelings come from being the center of attention by being silent and attentive. That’s when others experience the power of the pregnant pause.

Guest Article by Ron Soderquist

Presenting problem: Fred, age 15, wouldn’t do homework ... too boring ... doesn’t turn it in. He plays a string instrument and learns entirely by listening rather than reading notes. When he hears something, he can play it. His older sister reads fine. Mother scolds him, and forces him to eat. He takes food to his room and eats alone. When mother was away for a week, he and father got along fine. He has listened to “a thousand audio books,” mainly novels, but just can’t read books. He tries, but can’t comprehend when he reads. And of course his school textbooks are not available on audio.

He comprehends fine when he listens to a book, but doesn’t comprehend when he reads. I had him bring a novel to a session. I read a paragraph, and we discussed it; he comprehended it fine. Then I handed the book to him to read a paragraph; he couldn’t discuss it.

Solution: My hypothesis was that he visualizes normally as he listens, but words on a page didn’t trigger visualization. I explained this, which made sense to him. I described how the brain works like a computer with triggers. So I explained: “I will read a paragraph aloud which you can enjoy as you always do, and while you listen and comprehend everything

I read, you just hold your forefinger and thumb together, so that becomes associated with activating the visual part of your brain.”

“After we have done that a few times, you can read a paragraph out loud yourself, while holding your fingers together in that same way, so the visual part of your brain will be activated. The brain is very quick to make changes, and you will then understand what you read just as when you listen.”

So we practiced: I would read aloud to him while he held his thumb and forefinger together. Then I had him read aloud from a book while holding his fingers together. Now he could comprehend, and he reported excitedly, “This is very different!” We practiced that for a while, and I told him to practice that every day until it became entirely automatic.

His parents report he now reads his assignments and is doing well in school. You can see more articles by Ron on the SCS website:

<http://www.scs-matters.com/articles.shtml>

[Websites for Ron Soderquist, Ph.D., include

www.westlakehypnosis.com

www.sunlitpress.com

www.familycounselingcenter.net.]

Language Tip

Recent news coverage of a report by the Kinsey Institute indicated that adults in the U.S. don’t agree about what the term “having sex” means. While we won’t go into specific details here, the issue for researchers and medical practitioners is that, when they ask a subject or patient, “Did you have sex,” it is impossible to know what either a “Yes” or “No” response might mean.

The solution? Ask more *specifically*.... In NLP terminology, it would be to make practical use of *metamodel* questions, such as the following:

- What, when, where, who, or how specifically [or exactly]?
- What do you mean?
- How do you know?

You can probably imagine how a researcher for the Kinsey institute might use those metamodel questions to complete Chapter 51 of the new edition of *Who’s Doing What with Whom in America*, and you can probably imagine why a physician might want answers to such questions before prescribing tests and treatments. The real question, however, is can you imagine how you might use such questions in your daily life? Imagine the following scene:

He says: “Let’s meet at our favorite restaurant for dinner tonight.”

She says: “OK.”

One of the problems here is that *his* favorite restaurant is Italian Delight, and her favorite restaurant is

Noodle Heaven. The other problem is what time will they meet. Most people (I think) would get around to mentioning a specific time, but if each is assuming that the other has the same "favorite," they could both end up dining alone. In this case, she should ask, "Which of our favorites did you have in mind?"

Just for fun, you might want to start paying attention to the times you see and hear words being used when you have to guess at the writer's or speaker's meaning. Just because someone uses a word or phrase that isn't completely clear doesn't mean that you have to ask, "What specifically?" If someone says, "I had a great time at the party," you can simply say, "I'm glad to hear it." On the other hand, if someone asks, "Let's have sex tonight," you might want to ask, "What do you mean?"

What's New?

Healing with Language: Your Key to Effective Mind-Body Communication, the revised SCS/NLP comprehensive training manual is now the key to what is really new! The new course management software Moodle (for more information, see <http://www.moodle.org>) is **FREE** for a limited time with the purchase of the manual. This is a real bargain as the regular subscription will be \$25 a month. Moodle allows us to offer online instruction for those who want to know more but have had difficulty finding the time to attend workshops. It will, of course, also allow those who have studied with us to continue learning following and between workshops.

If you're among those who purchased one of the previous editions—even back to the days of the big, thick, three-ring binder version, you'll be glad to know that we will make the new version available at a *huge* discount—so that we can all be on the same page. The retail price of the new manual is \$24.95, plus \$1.50 Michigan sales tax.

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

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:

<http://www.scs-matters.com/FreeEbook.shtml>.

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/SCS-Matters-LLC/. Thank you, Brian.

You can "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 www.youtube.com and entering [joelpbowman](http://www.youtube.com/joelpbowman) in the search window, or by going directly to the following URL: www.youtube.com/joelpbowman and clicking on the link for "Uploads."

What's Coming Up?

The NLP Intensive is the first of two intensives being offered for 2010. The dates are 17 to 25 April (Saturday to Sunday). The second intensive for the year is scheduled for August (Saturday the 21st to Sunday the 29th). Earn certification as a Licensed Practitioner in April and as a Licensed Master Practitioner in August.

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

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

We will continue to offer intensive-style workshops to focus on the experiential aspects of NLP because you will have the opportunity to become familiar with the NLP terminology before your training begins through having read the appropriate materials in the NLP training manual. We will continue to offer instruction and support by e-mail as well as on Moodle and with online video. For more information about this innovative, cutting-edge learning opportunity, and to be among the first to sign up. Call/write now: (269) 921-2217 or debra@scs-matters.com.

We are still working 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. Call/write now: (269) 921-2217 or debra@scs-matters.com.

“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. For a preview of what will be offered,

request a username and password so that you can watch the course being developed at the following Web address:

<http://www.scs-matters.com/Moodle>

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

