



Enhance your **M**otivation....

Become more **O**ptimistic....

Improve your **R**elationships....

Maximize your **E**njoyment in all ways....

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The SCS *Beyond Mastery* Newsletter

Welcome ...

Here is your *Beyond Mastery Newsletter* for August 2009. This newsletter may be duplicated and distributed to those who share an interest in Energy Medicine, neurolinguistics—especially Neurolinguistic Programming (NLP)—and spirituality.

This month the featured articles are “Anchoring,” by Joel; “Invisible Fences,” by Debra; “Seeing the Divine,” by Joel; and “Live a Headless Life,” by Debra.

Anchoring

“Anchoring” is the name NLP uses for “stimulus-response conditioning.” When Debra and I teach NLP, we call anchoring one of the *Big Three*, with the other two being *Submodality Shifts*, and *Advanced Language Patterns*. An *anchor* is a “conditioned stimulus” associated with a naturally occurring stimulus (an unconditioned stimulus) that produces a specific response. Once paired with the unconditioned stimulus, the anchor produces the same response. Anchors can occur in any of the sensory systems: visual, auditory, and kinesthetic (which includes touch, taste and smell).

You know from your own experience, that you have automatic responses to things you see (snakes or spiders for some); things you hear (music, someone’s voice, certain words); and certain touches, tastes, or smells (whether pleasant or unpleasant). These automatic responses would be the unconditioned stimulus and response. Anchoring establishes a conditioned stimulus that leads to the same response.

Anchoring is ubiquitous—someone or something is setting and triggering anchors on you virtually all your waking hours. Advertising makes the most obvious use of anchors, but everyone you encounter

is setting and triggering anchors—whether deliberately and for specific purpose, or accidentally with untoward results. If you own dogs and/or cats, you may think that you are training them by providing rewards and punishments for certain behaviors. From the perspective of the animals, however, they are training you using those same techniques.

Virtually all the original NLP techniques use a combination of the *Big Three*. Together, they are the “Swiss Army Knife” of behavioral change. Anchoring alone is so powerful that it provided the foundation for an entire school of psychology: Behaviorism. In addition to *shaping* behavior by rewarding desired behaviors (or increasing approximations to a desired behavior), anchoring can be used to change unpleasant feelings associated with particular stimuli. The NLP technique for accomplishing this is called *Setting and Collapsing* (or *Integrating*) *Anchors*.

In this technique, the unconditioned stimulus that leads to the undesired response (“bad” feelings) is paired with a specific anchor. This pairing establishes a connection between the anchor and the neuronal circuits associated with the undesired response. Then, another and different anchor is paired with one or more unconditioned stimuli that produce desirable responses (good feelings). Once the anchors are set, they are triggered at the same time, causing the positive feelings associated with the one to integrate with the negative feelings associated with the other. Because, given a choice between good feelings and bad, the brain chooses the good, the neuronal circuits associated with the good feelings “collapse” the “bad” feelings.

Given the power and immediacy of anchoring, I started wondering about its general utility above and beyond its common uses in persuasion and NLP

techniques. My first wondering was whether the setting and collapsing of anchors would be sufficient to eliminate allergies. The traditional NLP technique for eliminating allergies is fairly complex, using a combination of visualization (submodality shifts) and advanced language patterns to facilitate re-educating the immune system about the allergen. If the person is allergic to cat dander but not to dog dander, for example, the visualization and language help him or her recognize that the response to cat dander can be the same as that to dog dander.

The NLP allergy cure works wonderfully well, but it takes about 30 minutes and a skilled practitioner to do well. What if the same end could be achieved by setting and collapsing kinesthetic anchors? That would be simple, easy, and quick. Set one anchor for the allergic response (in SCS/NLP the location would be the left wrist), and then find a number of things similar to the allergen that do *not* produce an allergic response. And, when both anchors have been set and tested, integrate them.

Allergies are, of course, not the only possible “off-label” use for anchoring. When time permits, experiment to see just how much mileage you can get out of this one basic NLP technique. After all, if Behaviorism could base an entire approach to psychology on anchoring, surely those interested in NLP can find more ways to use anchoring to effect positive behavioral changes. [For more about anchoring, see Chapter 6 in *Healing with Language: Your Key to Effective Mind-Body Communication*, by Bowman and Basham.]

Invisible Fences

When I was riding my bike one morning I came by a yard that I know has an underground fence. Two dogs, one a big German shepherd, came charging out toward the road. Because I knew the fence was there, even though I could not see it, I was able to stay calm—and my energy was welcoming to the dogs. I even said in that voice people use when they greet a familiar dog, “Good morning. It is a lovely day, isn’t it.”

The result was that the dogs just stopped and sauntered back to the house with a causal manner. As I rode along, the thought I had was that we need to create a trance that installs an invisible fence in each of our lives! Maybe that is what all of the World’s religions intended to be doing. Good Friday always comes *before* Easter. When someone is experiencing what could be called a “Good Friday” time, it is good to remember that. Soon whatever seems like an eternal problem at the moment will be over and you will be living the truth that *it is never too late to have a happy childhood, and you always have time to live happily ever after*. I am reminded of how Richard Bandler says, “Why wait.”

Back to the idea of invisible fences.... Have you or someone you know been in a situation that seemed virtually hopeless only to have something change things so drastically that the very fabric of your

reality shifts? I am pretty sure I have mentioned a woman I worked with several years ago. She had been very depressed and feeling hopeless and she decided to take her own life. She doused herself with gasoline, got into her car in the garage and set herself on fire. Just as the flames lit, she heard a voice yell, “Get out of this car NOW!” She dragged herself out, still in flames. Although she had experienced severe burns all over her body, and lived through years and years of surgeries, and must have been in excruciating pain, she had a grateful heart that something had saved her life.

I don’t have to find such an extreme story for you to recognize that something is happening in the world—in our lives, that is worth noticing and appreciating. Stories of money arriving at a point of great need, of pets finding their way to their owner over great distances, of spontaneous remission and miraculous healing, of answered prayers and dreams that come true.

Whatever you call *that*, imagine what a difference it would make in your life for you to take a few moments now and let your imagination run wild as you apply that sort of *invisible fence* to a situation that has been challenging or stressful for you personally. If I were to write the trance, it might go something like this:

1. Think about a situation in your life where you feel that something is out of control and needs a resolution.
2. Let yourself begin to think about all the times something really powerfully good happened.
3. Begin to relax into an awareness that since something really powerfully good could happen in other situations, and you know it can because you know it has, it is possible for something powerfully good to happen in this situation too.
4. Allow your unconscious mind to begin to show you possibilities of good outcomes. More than one... more than two... at least three, but even four or five or six is great.
5. Start noticing how it feels inside your body as you let these wonderful options bubble up from somewhere deep within.
6. Make those good feelings stronger. You can do this by breathing in and out. Notice if there are colors associated with these good feelings. Let your awareness of color amplify the good feeling states.
7. Now let your unconscious mind (some people might call this your holy spirit or your spirit guides) give you a message that proves to you *beyond a doubt*, that these invisible fences are real.

As you think about your life now you might even notice situations where you have had this sort of

experience before, or you might notice places where that is happening now, or where you would welcome it in the future. It is pretty amazing to me what a difference that invisible fence made to me, and to the dogs....

Seeing the Divine in Everyday Life

One of the most remarkable things about seeing the Divine in everyday life is the recognition that you don't have to be religious to be spiritual. At one time in human history, everything was considered Divine. "Spirit" infused everything: animals, plants, and the earth itself. Everything was part of a larger, organic whole. French sociologist Émile Durkheim (1858 to 1917) believed that the division of things and behaviors into "sacred" and "profane" was inherent in religion, but most scholars attribute that particular duality primarily to European religions. Churches are "sacred," and beer halls are not.

Of course, the profane expands to include the entire world of the mundane. A stone is, after all, just a stone, and a bug is just a bug. This is in spite of what is a commonly held religious assumption: the Omnipresence of God: God in everything and in every location. If the Divine is everywhere and in everything, the perception that something—anything—could be profane is a limitation of human perception. Modern science essentially began with René Descartes (1596 to 1650) and his separation of Mind, which was deemed sacred, and Body, which was deemed profane.

It is hard to say whether Descartes actually believed that mind and body were separate systems. He doubtless knew that the Church would permit the scientific study of only things considered profane, and labeling the body profane made it available for scientific examination. The line from Descartes to Henry Gray (1825 to 1859) and his *Anatomy of the Human Body* is direct. Things *sacred* remained the domain of the Church, and things *profane* were of "earthly" concerns only. The duality opened the door for scientific advancement and, eventually, the Industrial Revolution.

Ken Wilber (1949 —), has divided cultural philosophies into three broad categories: **Prerational**, **Rational**, and **Transrational**. Prerational cultures viewed all of existence as an expression of Divinity. Rational cultures are either dualistic (sacred and profane) or monistic (profane only). Transrational individuals (transrational cultures do not yet exist) also hold a monistic view recognizing the omnipresence of the Divine in all things, but unlike Prerational cultures, the Transrational perspective appreciates the rational and logical. Rational cultures set aside a few special places and events, considering them sacred. The Transrational perspective sees things as they are and views them as sacred. The Transrational perspective allows Louise Hay to say, "The anus is no less beautiful than the ear" [*You Can Heal Your Life*].

In modern, Western culture, most people remain caught between Prerational (magical) thinking and

the rational/logic perspective of science and technology. This is one of the reasons that so much "New Age" thinking creates such controversy. The attitudes toward "divination" with Tarot or similar cards is an example. They are seen as either magical in their ability to reveal the truth, or they are seen as superstitious rubbish. From the Transrational perspective, the cards are neither but rather serve as a vehicle for opening the doorway leading from what Gabriel Marcel (1889 to 1973) called the "problematical world" to what he called "the ontological mystery." The sacred use of cards or other divination tools opens the doors of perception.

This doesn't mean that logic and reason are tossed out. They are, in fact, retained and heightened. An example of this perspective can be seen in Einstein's vision—before the mathematical theory was developed—that two beams of light, each traveling at the speed of light, closed the gap at "only" the speed of light. [See "What Did Einstein Know, and When Did He Know It," by Sharon Begley, *Newsweek*, 1 July 2009.] Unlike two automobiles heading at each other at 60 miles an hour, which would close the gap at 120 miles an hour, the speed of the beams of light is not doubled but remains constant. Other examples would be the growing body of evidence showing that animals other than humans—and even plants—have sophisticated communication systems that have until recently been unrecognized simply because of human inability to recognize them.

In many ways, the Transrational perspective is about *connections*, while the Rational perspective is about separation and differences. Where the Rational takes the whole apart for study, the Transrational views the parts and the whole as a single system. In *The Heart of the Soul: Emotional Awareness*, Gary Zukav and Linda Francis describe the idea of a "spiritual partnership," in which individuals agree to help each other become more transrational. Debra and I like to ask the question, "What if everyone you meet is your spiritual partner?" We probably should be expanding that question to include *everything*: What if everything in your daily life is providing you with the opportunity to see the Divine Presence? Now—take away the "what if," and open your eyes.

Live a Headless Life

Wow.... Sometimes it takes a while to notice something that is right before your eyes. On the second day of the workshop I was using a favorite inspirational tool about working with the individuals that were part of the June SCS/NLP Intensive group. With one woman in mind, I was guided to a reading about healing, and I recognized this as having very special meaning for her. I was so convinced of that I even made a copy of what I was reading and gave it to her. I knew it was significant for *her*.

However, a few days later, I was confronted with the power of truth that when you are working with intuition and inspiration, the message is always for you first.

We trained in one location Monday through Friday, but moved to a different location for Saturday and Sunday.

Early Saturday morning, as I was gathering stuff for the workshop that day, I spotted a book on my shelf that I wanted to share with the woman I had copied the reading for earlier in the week. As I reached up to remove the book two of my favorite figurines fell off the shelf. Now I have taken books off that shelf dozens if not hundreds of times over the years, and I have not once had either of those tumble off, but that morning *both* of them fell off that shelf. The shocking part was that as they hit the floor the heads snapped off each of them!

In addition to being sad about the damage, I was totally in awe of the unusual happening. So much so, that I grabbed a box, and some tissue paper, and ceremoniously placed these two headless figures, along with the two heads inside, to be brought to the workshop and placed on the altar I had created. I knew it was significant, but I had no idea just how much so....

I had not practiced good self care that morning but whether that experience with the figurines or perhaps the extra responsibility of changing location was what triggered my state, or whether it was unrelated, something happened that really threw me for a loop. That day I felt like I had no idea what to do with the group. When I got home that afternoon I told my husband, John, had I been a participant in a group with a leader whose facilitation was at the level I felt mine to have been that day I would have been thinking refund.

Sunday's training day was 1-5 so I had a nice bike ride in the morning and then I settled in for what I call "inner time." I was quite shocked when I drew the same card on healing I had drawn for the woman earlier in the week. I had read it. I had made notes in my journal. I had even copied it *for her*. But I did not get it for the ONE, until I read these words: "The less the head, the more the wound will heal; with no head there is no wound. Live a headless life."

Interestingly, I had even used a marker to highlight the next sentence for the woman.... "Just for 24 hours, try it—total acceptance, whatsoever happens." I had not yet taken to heart that the message is always first for the one who is asking the question. Now that reading, coupled with my two headless figurines, really got my attention.

About a week later I was sharing this story with a good friend who asked what I thought it means to live a headless life. She quoted the saying about those that live an unexamined life are doomed to repeat the past. I reminded her how in NLP a nominalization is a word like *peace*, or *justice*, or *love* that means something specific to each person who uses the term. We say it is a naming word (noun) that could not be put into a wheel barrow. If you think about a house, an elephant, or even an airplane—although it would take a mighty big wheel barrel, each of those items could be put into one.

But I began to read more to help us both get more of

a sense of what the writer (Osho) meant when he said to live a headless life: "You carry your wound. With the ego your whole being is a wound. And you carry it around. Nobody is interested in hurting you, nobody is positively waiting to hurt you; everybody is engaged in safeguarding his own wound."

And a bit further along we read about being healthy, healed, whole, so that even if someone insults you, you are not wounded by it. This is about not getting on the Drama Triangle (See *Healing with Language: Your Key to Effective Mind Body Communication*, by Bowman and Basham or <http://www.scs-matters.com/Download/dramatriangle.pdf>).

With some practice, you can enjoy Transrational Awareness. The reading went on to describe how your being able to do this allows you to "feel an energy flowing in you that you have not felt before." Nice....

Earlier in the week I had told the story about the young man who was taken out into the desert night by his grandfather and told to stay there all night looking up at the stars and cursing them. In the morning, the young man was asked if he and done as directed and what the stars had done. He replied that the stars, to the best of his ability to observe, had done nothing, just continued to shine. The next night he was again left in the desert, but this time he was to praise the stars all night long. In the morning, the young man was again asked if he had done as directed and what the stars had done. He again replied that the stars, to the best of his ability to observe, had done nothing, just continued to shine. The grandfather said, "Be as the stars."

I will glue the heads back on my two figurines but it is my intention to remember that in *The Four Agreements*, author Don Miguel Ruiz, reminds us to take nothing personally because people always do what they do for their own reason. Perhaps this is what it means to live a headless life....

What's New?

As readers of the SCS Blog (<http://www.scs-matters.com/scsblog/>) already know, SCS now has five videos on YouTube:

- **Anchoring and NLP:**
<http://www.youtube.com/watch?v=Aw8gZeN-jIk>
- **Double Induction:**
<http://www.youtube.com/watch?v=9aEKbCaQmRQ>
- **Abreactions in Hypnosis:**
<http://www.youtube.com/watch?v=3U7Yytmj0pc>
- **Remembered Wellness:**
<http://www.youtube.com/watch?v=hrLgDJRJ1w>
- **Fast Phobia Cure:**
http://www.youtube.com/watch?v=GLkyRfv_d7s

You can find all five quickly and easily by going to www.youtube.com and entering joelpbowman in the search window.

We have also signed on for Facebook and will post provide SCS updates, typically using Joel's account. We haven't, however, figured out how to use FB effectively. Perhaps we'll get a little help from our friends....

Our next adventure into the digital wilderness is Twitter. We have the username SC SMattersLLC. When you sign up to follow us, you'll receive "tweets" only when something new is happening with SCS. We announce updates to the SCS Web sites and upcoming workshops and other SCS events on Twitter. We promise to refrain from cluttering your Twitter inbox with mundane details of our daily lives. If you are able to help us make better use of either Facebook or Twitter, we'd be glad to hear from you, whether by e-mail or Facebook wall writing.

Also, we now have a newly revised and published edition of the SCS Level 2 and NLP in text/workbook format. The new title is *Healing with Language: Your Key to Effective Mind-Body Communication*. 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. For those of you 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 e-mail message to Debra (debra@scs-matters.com)

Judy and Her Jewelry

Judy Bolin continues to recover nicely, and some of the jewelry donated to contribute to her ongoing recovery is still available for you to order yours now: www.scs-matters.com/judyjewelry.shtml You will enjoy the jewelry even more knowing that it is supporting a good cause. If you've thought about the jewelry, whether for yourself or as a gift for someone you care about, order now while supplies last.

What's Coming Up?

The SCS/NLP Super Sunday for August is scheduled from 1 to 5 p.m. on Sunday the 23d. The Super Sunday in August will focus on another of the *Big Three*: Submodalities. Because submodalities are the key to how people run their brains, this month's Super Sunday will supercharge your ability to influence your own attitudes and behaviors and those of others.

The Super Sunday series provides you with opportunity for you to begin—or continue—your study of the uses of language and energy to promote healing and well-being, not only for yourself, but also for others with whom you come in contact. The series was created especially for those with tight schedules and a desire to have this powerful tool kit, allowing you to earn certification as Practitioner or Master Practitioner of NLP in the most convenient way. This

program is for you when you are highly motivated and committed to doing your reading and independent study.

If you're brand new to NLP, start with the Super Sunday on 23 August, and continue with the Super Sundays on the 4th Sunday of the month for quick and easy certification. NLP certification requires 10 days of training and the completion of a variety of "Homefun" exercises. Begin the training now, and you can easily complete the training by the end of the year, especially because you will have had the opportunity to work with those who are already close to certification.

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

Both the NLP intensive and the SCS/NLP Super Sundays focus on experiential learning 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 are also now offering instruction and support by email and online video. For more information about this innovative, cutting-edge learning opportunity, or to be among the first to sign up, call/write now: (269) 921-2217 or debra@scs-matters.com.

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

Also in the works: We have been asked about and are in the process of developing two new programs. The first of these, "SCS for Tots," is a special program for those with young children—or those who have responsibilities for their health and well-being. The second is "Developing Your Intuition with SCS," a program designed to help you learn to distinguish among desires, fears, and intuitive insights. This program is for you when you're ready to begin using your "sixth sense" to its fullest capacity.

The real question is where you want to go next.... When you sponsor an SCS workshop, you have the advantage of bringing the workshop to you instead of

going to the workshop, and your commission for sponsoring the event will undoubtedly cover the cost of your tuition—and perhaps even more.

To learn more about sponsoring “The Power of Presence: Seeing the Divine in Everyday Life: 7 Keys

to Joyful Living” or any of the workshops in the SCS list of offerings, call Debra at (269) 921-2217, or send her a quick email message: debra@scs-matters.com

See more...

Hear more...

Feel more...

Be more ... SCS

