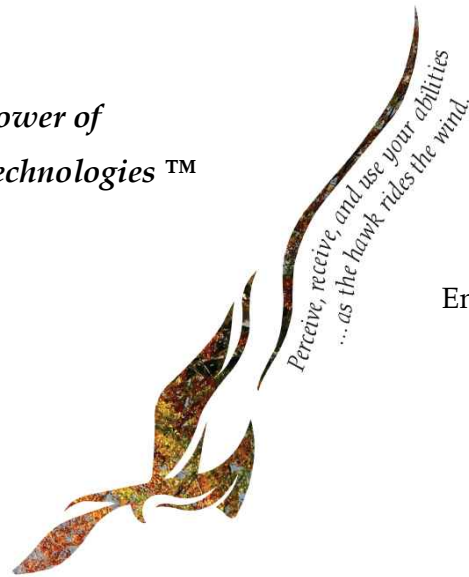


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Edited and published by Joel P. Bowman and  
Debra Basham for SCS Matters, LLC  
October 2011

## Welcome ...

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

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

<http://scs-matters.com/beyondmastery/Newsletter-Oct11.pdf>

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

This month the featured articles are “All Good Things,” by Joel; “Taking the Heat” by Debra; “Visual, Auditory, or Kinesthetic?” by Joel; and “Magical Mysteries,” by Debra.

## All Good Things

You have undoubtedly heard the saying, “All good things must come to an end.” The NLP question would be, “Are you sure....” We hear the *must* word a lot. The president (or congress) *must* do this (or that). Those of us who study NLP are trained to challenge such rules by asking what would happen if he/she/they didn’t do that (or this). It’s a good question to ask, just to make sure that some dire consequence really would happen if we didn’t do the thing we must.

As worthwhile as it is to challenge the “musts” in our lives, it doesn’t really address the concept behind all good things coming to an end. That saying is based on a naturally occurring phenomenon known as *satiating*. Our senses—including smell, taste, and emotional response—wear out during the process of exposure. You may have had the experience of being next to someone who wore a particular cologne or perfume. Whether you like the smell or not, the most important thing to note is that, after a while, you stop noticing it. The same is true for taste. Imagine your favorite food. Now, imagine eating it and nothing else

for days on end. How long would it take before it became your least favorite?

Our senses serve to provide us with information about our environment, with emphasis on distinguishing between what’s safe (or good for us) and what is not safe (or not good for us). Once our senses have made that determination about some aspect of the environment, they rapidly lose interest in that aspect. I might *really* like the smell of a fresh baked pumpkin pie, and I might *really* enjoy eating a slice (with some whipped cream), but no matter how much I like eating pumpkin pie, I would not especially care to eat the whole thing.

I might, of course, eat an entire pumpkin pie if I were starving and the pie were the only food available. I might even eat a crate of them over time under adverse circumstances. The chances are, however, that once the adverse circumstances had passed, I would never eat pumpkin pie again. My sensory system would have been overloaded, and what had been a good thing would have come to an end.

Emotions are subject to the same phenomenon. Whether good or bad, emotions tend to “wear out.” We recognize the “ups” because we have experienced “downs.” We have a *set point* that represents what is for us a “neutral” state of emotion, neither happy nor sad. When something happens that we perceive as “good,” we have a positive, or happy, response. When something happens that we perceive as “bad,” we have a negative, or sad, response. There are, of course, degrees of happy and sad, from “ecstatic” to “depressed.”

We recognize emotions to the degree that they are different from our set point. I don’t know about you, but I consider emotions in the direction of happy to be *above* my set point, and emotions in the direction of sad to be *below* my set point. This isn’t that different from noticing that something smells “good” or “bad” because the odor(s) is (are) different from neutral. Regardless of our set point, we recognize

emotions—our feelings—as “good” or “bad” when they are different from our set point.

Some recent articles and books have focused on being “happier” by moving your set point “higher.” Given that satiation will occur, I’m not sure that moving the set point “up” will actually change anything. It seems to me basically the same phenomenon as those who stop noticing their own cologne or perfume and add more, until others on the elevator are passing out from what amounts to fumigation.

My sense is that, when it comes to sensory experience, the most important thing is *awareness*. People often continue to eat past the point of satiation because they forget to remember to pay attention to their sensory experience. The same is essentially true for times you forget to remember that feeling joyful or sad is a matter of paying attention to your set point for happiness. When you remember to forget what you experienced as sadness, and focus on the small things that make big differences, you can change our focus and our sensory experience.

Yes, all good things *must* end. The same is true for all bad things. The most important thing is your awareness of where you are in the cycle from “not enough” to “just right” and “too much” so that you can change your focus and your experience to remain in the “just right” stage, even as you move from appetizer, to meal, to dessert—whether the input is visual, auditory, olfactory, gustatory, or emotional.

### *Taking the Heat*

Whether you live North or South, what you consider taking the heat will be relative, but most folks would recognize that 112 degrees Fahrenheit is pretty darn warm. That is what we experienced when we were in San Antonio for the Healing Touch Worldwide Conference the last week of August where we did a breakout session called “Cool Responses to Heated Discussions: Understanding Beliefs and Developing Effective Strategies for Responding to Criticism.” If it is true (as is often said) that you teach what you most often need to know, that idea might make my experience the day after I returned even more significant.

I am not sure about you, but I am grateful that dentistry has become increasingly gentle over my lifetime. I do remember the way it used to be: If a person had a cavity, that tooth got a filling. If that filling failed, the tooth was pulled. If enough teeth were pulled, the rest came out and the person got dentures. In fact, my sister was working as a dental assistant during the time when the field of dentistry went through a lot of fear because fluoride and better prevention might mean dentists would have a hard time making a good living, only to discover those beliefs and emotions were based not on the way things really would turn out, but as are most, they were unwarranted fears.

But lest I digress.... Let me get back to the future, so to speak. I had a crown prep done a couple of weeks before I went to San Antonio. The tooth (plus the TMJ)

had some difficulty calming down, so I scheduled to have the permanent crown done as soon as I got back.

Regardless of how you think about behavior patterns and self-responsibility, I confess to having been what I sometimes describe as a “high need” dental patient. I had a good head start on that before, but really got amplified leaning in that direction when I had some severe oral surgery as an adult. Actually, at age 42, the honor of being the oldest patient known to have a lingual frenectomy became mine.

As I left the office with my new crown in place, I discreetly asked the dental assistant who had been with me for both the crown prep and the completion of the permanent crown if she had noticed the manner of the dentist was rougher than it had been several years prior. She was equally discreet in her reply, saying something about her knowing what to expect when she has work done, but her nonverbal response to my question spoke volumes.

I am blessed with a friend who, although not currently in a practice, is a dentist. In pondering the appropriateness of going in to talk to the dentist who had just done the work for me about my experience of his manner, I was very blessed to be able to have some meaningful sharing with my friend. As I read her tender response about knowing firsthand the stress of the field, and her honesty about having personal pain with regard to the awareness that there had been times she was not able to be present for a patient, I felt compassion for the dentist slowly replace my frustration about my experience. I read my friend’s words and felt my heart open, “I am sure he did the best he could given the circumstances of that day.”

Yes, I did need more gentleness that day than I had received, but I do not know what stress this dentist was (or is) under. It remains to be seen if I decide not to have more work done by him, but right now, thanks to my friend sharing the depth of her own experience, I can view him with compassion. Maybe your pattern of feeling like you were not receiving the TLC you want or need is something other than dentistry. Perhaps one way of thinking about taking the heat, is how you can see any situation more clearly, clearly enough to allow you to have compassion for all involved.

### *Visual, Auditory, or Kinesthetic*

One of the cornerstones of NLP is the representation of sensory experience: what we see, hear, smell, taste, and respond to emotionally. Our *subjective* experience is a re-presentation of what our senses perceive in the external environment. What we see, we represent in our “mind’s eye.” The same is true for our other sensory-based encounters with external reality.

NLP often categorizes people as primarily visual, auditory, or kinesthetic (smell, taste, touch, and emotional response) based on where they seem to focus their attention. Those who are identified as primarily visual, for example, are often neat and well-organized

physically, perhaps even sorting their underwear by color. Those identified as primarily auditory or kinaesthetic usually pay less attention to visual appearance and may lump all their underwear together regardless of color or type.

The thing that I (Joel) find most interesting is that, regardless of the importance of visual input (from traffic signals to TV to computer screens) in our lives, the principal way we ascribe meaning is with words. An image may convey an emotion, but to explain either the image or the emotion to ourselves or to others requires language. A photo you have undoubtedly seen of a dog lying next to a casket conveys emotion, but to understand it, you have to know that the person in the casket was a soldier (a Navy Seal) whose dog remained loyal even after his death. (See <http://bit.ly/rdxHn1> for the full story.)

The photo conveys a lot, but we need the story—the words—to fully understand the image. The same is true for all experience. We see something, and, along with the images, we tell ourselves a story that expresses their meaning. We create a story. When we wish to share what we have seen, even if we show the others a photograph, we tell a story that we think (hope) will accurately convey the meaning.

The story, however, is more fluid than the image. It changes with each retelling. Listeners also introduce changes. In most cases, that isn't a serious problem. The changes are minor and the basic story remains the same. Even so, when you tell a story, remember that your listeners will create visual images to go along with what you are saying. To help ensure that their experience matches yours as much as possible, provide as much visual meaning as possible.

Note, for example, that a *red* car is not the same as a *bright red* car, a *plum* colored car, a *crimson* car, a *burgundy* car, or a *rust* colored car. If the exact color of red is important to your story, you will need to tell your listeners, or they will choose their own shade of red. When they retell your story, they may convey their image rather than the one you had intended.

The great hypnotherapist Milton Erickson discovered that, when he was “artfully vague” in telling stories, his patients created stories based on their own experience. Being artfully vague is good for hypnosis, but there are times that the difference between *plum* and *crimson* might be important. When you want someone to relax more fully, for example, say, “Remember a time you felt completely relaxed and notice what you were seeing at the time, what you were hearing, and what you were feeling.” If you want them to appreciate your experience of being relaxed walking on a beach, say, “When I was walking on the beach....” They will make an image of your having been on the beach, even if they dislike the beach and do what they can to avoid it.

The main thing to remember is that others can understand your story—the story you are telling—to the degree that you provide them with sufficient detail for them to create relatively accurate images.

Even with an appropriate level of detail, their experience of what you are reporting will not be identical to the experience you were conveying. A communication warning from the 1970s was, “I know you think you understand what I said, but you may not understand that what I said is not what I meant.” The Metamodel of NLP (based on the general semantics of *Science and Sanity*, by Alfred Korzybki) was developed to help people complete the details of their stories when the details are important: “The robbers escaped in a red car....” “How many robbers?” “What shade of red was the car?” “Which direction did they go?”

The more aware you are of how you and others are using stories to frame your subjective experience, the better able you will be to influence yourself and others in appropriate ways.

### *Magical Mysteries*

I have had a bit of a sinus thing going on for the past several days and have been downright cranky. My daughter and her family were here during the midst of it, and, although she remembers when it was, she reminded me how grateful we all are that my being in a bad mood is not my normal way of being at all now. However it came to be, over the years, my way of being in the world has been profoundly affected. I consider when you realize you are now more thoughtful in your way of being to be one of those magical mysteries.

In the “Cool Responses to Heated Discussions” breakout session in San Antonio, I had the tender honor of sharing with the audience about two significant times that I was easily able to keep my wits at a challenging time. The first came when I was invited to speak to a group of over 100 women (movers and shakers) in a community forum whose issue was a feasibility study of including complimentary therapies at a women's health center being developed by our local hospital. As the founder and director of a holistic center with many dozens of practitioners around the region, I was chosen as the regional expert on holistic therapies. I had come with a three-page, double-sided listing of therapies and practitioners from A to Z, beginning with Aromatherapy and ending with Zen Buddhist Meditation.

Following a very flattering introduction, as I took my place behind the lectern before I could open my mouth to say a word, a woman raised her hand and said (in a voice dripping with sarcasm), “How in the world could you possibly consider an astrological reading a valid medical intervention?” In a way only grace describes accurately, I was able to respond with perfect clarity, “By the tone of your voice, it is obvious for you it would not be. However, imagine someone who had been struggling for the past couple of years, perhaps having been diagnosed with and being treated for cancer. Imagine that person going to someone for an astrological reading, and the reader, knowing only the date and time and location of a

person's birth, saying something about how the past 24 months must have been very challenging, but looking ahead, things are really going to change for the better, and by this time next year, everything is going to be going so well." I took a breath, leaned back, and went on. "That astrological reading might have given the person one thing that everyone deserves: hope." You could have heard a pin drop.

My ability to respond rather than react was one of those magical mysteries. Another time I shared about happened during a Touch for Tots presentation which was part of "Mothering the Mother" (a nursing CE program) we were teaching through the community college: "If you want me to get anything out of what you have to share, you are going to have to talk to me about something other than chakras!"

I walked to the flip chart and quickly drew what looked like a big gingerbread man. I added seven circles, and as I pointed, I said, "If we had an anatomy book here you would be able to look these up and see that I have drawn the locations of the major nerve plexuses. This one is called the Solar Plexus. Although a German named the kidneys, it is not just Germans who have kidneys. We will use the Sanskrit where it is called the solar plexus chakra, but we are talking about the nerve ganglia."

When we are most challenged, it is vital to remember that there is more than just the surface meaning (text) of the message. You can learn to hear the unexpressed fear (subtext) or the unexpressed desire (metamessage). It might help to simply think of the metamessage as a legitimate need, even if it may be being expressed in an unhelpful or even an inappropriate manner.

When the other person is triggered, it is very important for you to be flexible. In an amazing video of a role-play with Virginia Satir, who was one of the three therapists modeled by Richard Bandler and John Grinder for NeuroLinguistic Programming (NLP), you can really see how it works to build bridges and take down walls. Here is the link: <http://bit.ly/qNz3el>, and the summary of one of the patterns she uses:

"One of the nicest things that anybody can do is share what they feel. And I feel you've done that for me. It doesn't mean that we're together in what we're doing, because I don't know if I understand completely what you're saying, and I don't know if you understand me completely. But I *really* like the fact that you've taken the trouble, you have taken the interest to be able to share that with me. Can we talk further about it?"

That woman was expecting her first grandbaby, and she had signed up for the workshop because she wanted to learn some Healing Touch™ to support her daughter and that new little one. Her heart was already open. What she needed at that moment was a response from me that would allow her mind to be open, too. I hope you will agree that my cool response to that heated discussion, and the birth of that baby,

were both magical mysteries.

## Language Tip

You may know about parallel parking, but what do you know about parallel construction? In an old cartoon, a character named Owl says, "I'm going to tell you three things: 1... 2... and C..." The "C" is a violation of parallel construction. When things are in a series, readers (and listeners) expect them to follow the same pattern. Note the power of parallel construction in one of Winston Churchill's best-known speeches:

"We shall fight on the beaches, we shall fight on the landing grounds, we shall fight in the fields and in the streets, we shall fight in the hills; we shall never surrender..."

Imagine if he had said, "We shall fight on the beaches. The landing grounds might see some action. They might make it to the fields and streets. The hills are a possibility. Surrender? Not us..." Would anyone have remembered?

Faulty parallel construction may occur in lists and comparisons:

**Faulty:** The report was well-conceived, well-written, and helped with an important decision.

**Fixed:** The report was well-conceived and well-written. It also helped with an important decision.

**Faulty:** Either we shall go or stay.

**Fixed:** We shall either go or stay.

**Faulty:** The supervisor likes John better than Harold.

**Fixed:** The supervisor likes John better than she likes Harold.

The idea behind parallel construction is that language is easier to understand when writers and speakers are consistent in constructing sentences, keeping tense, mood, voice, and person consistent unless the sentence requires a shift to be logical.

## What's New?

As fall kisses the Michigan landscape, Debra will be in Europe, an amazingly generous gift to Debra. Sindy McCord was one of Debra's first students of energy healing, and Debra has been an unofficial mentor as Sindy works with wounded soldiers there on the base in Bamberg, Germany. On what is being called a Full Circle Sojourn, they will celebrate Sindy's birthday in the South of France. If you would like to see some of what Debra will be visiting, here are some key words: Riquiwihr, France; Carcassonne, France; Rocamadour, France; and back up into Germany for Garmisch, Munich, ending with Bingen (Hildegard) before her flight back to US from Frankfurt. Debra will be gone from October 7 until October 23, and we do not expect that she will have either cell phone or

email during that time. Joel will be available by email, and he will send Debra's weekly wellness tip and post those on Facebook for her. So amidst the new, will also be some old familiar tools for your well-being.

Also new: Our first Spanish language guided imagery audio is now available for downloading. Go to [http://scs-matters.com/products\\_download.shtml](http://scs-matters.com/products_download.shtml) and scroll down to "Enjoying Your Ideal Weight." Right below that, you'll find the Spanish version: "Disfrutando de Su Peso Ideal" es un poderoso viaje de sanación usando visualización guiada traducida y grabada por Maria Fernanda Chojnowski. Ha sido diseñado para facilitar el que usted disfrute de su peso ideal. Usted va a hacer los cambios, primero en su mente, y luego en su vida. La grabación produce un nivel profundo de relajación que ayuda a que sus recursos conscientes e inconscientes se alineen de una manera que alienta el tomar decisiones apropiadas para promover la salud y el bienestar de su cuerpo, mente y espíritu. La descarga de este audio es de \$9.95.

### *What's Coming Up?*

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

March 28 to April 1, 2012, we will be in Lexington, Kentucky, at the Integrative Medicine Conference (see <http://www.IntegrativeMedicineConference.com>). From their website, this description lets you know it is a great fit: "The International College of Integrative Medicine (ICIM) is a community of dedicated healthcare professionals advancing emergent innovative

therapies in integrative and preventive healthcare by conducting educational sessions, supporting research and publications and cooperating with other professional and scientific organizations, while always promoting the highest standards of practice." The focus of the conference is Rapid Therapeutic Response, and we will be doing a lead-in workshop, "Anchoring: Stimulus-Response Conditioning for Overcoming Phobias, Relieving Trauma, and Eliciting the Relaxation and Healing Response."

Our breakout session will be "Beliefs, Values, and Effective Strategies for Lasting Interventions." We are grateful to Pamela Chappell for introducing us to this group.

We have submitted proposals for both a pre-conference workshop and a breakout session at the 2012 American Holistic Nurses Association (AHNA) Conference in Snowbird, Utah, in June. We will let you know if we are approved. SCS continues to be committed to a comprehensive understanding of healing with language and energy, and we have made a commitment to reach out and network with other organizations to bring this awareness to others. In the same way that body, mind, and spirit cannot really be separate, energy and language are both part of the Subtle Communication Systems many want to know more about. We consider that blend (energy and language) to be what helps SCS—and Joel and Debra—provide a wonderful learning environment.

Be sure to let people know the NLP training is available online. Joel has that set up to go right along with *Healing with Language: Your Key to Effective Mind-Body Communication*. Joel is looking for ways to use streaming video for the NLP training. "Developing Your Intuition with SCS," which is designed to help you learn to distinguish among desires, fears, and intuitive insights, continues to be a goal for Joel. This program is for you when you're ready to begin using your "sixth sense" to its fullest capacity.

The real question is where you want to go next.... Stay in touch with us by Skype, or send us a quick email message: [debra@scs-matters.com](mailto:debra@scs-matters.com) or [joel@scs-matters.com](mailto:joel@scs-matters.com), or call Debra at (269) 921-2217.

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