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Edited and published by Joel P. Bowman and
Debra Basham for SCS Matters, LLC
September 2009

The SCS *Beyond Mastery* Newsletter

Welcome ...

Here is your *Beyond Mastery Newsletter* for September 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 “Where Are You Now?” by Joel; “The Hot Tamale Train,” by Debra; “Ready, Fire, Aim,” by Joel; and “Sea Shells and Sunshine,” by Debra.

Where Are You Now?

Because you are reading this, I can safely assume that you are somewhere on the journey between birth and death, experiencing the adventure often called “being alive.” The question about where you are addresses location as both literal and metaphorical. The literal is concerned not only with such things as city, state, and country; but also with such things as age, education, and current interests. I would be curious to know what first popped into your mind in answer to the title question of this article.

Although your focus may have been narrower than the title implies, you’ve probably already begun to think about your location from a broader perspective. For example, my physical location (at the moment I’m sitting in my office working at my computer) is Kalamazoo, Michigan. That, however, doesn’t tell you much about my location within that location. Not long ago, I was privileged to watch the birth of a fawn while looking out one of the windows of my house. Deer and wild turkeys are frequent visitors. Earlier this week, the wild turkeys brought their young (poults) with them on their morning and evening rounds. Some years I have had young opossums living under the deck of my house.

All of this suggests that where you and I are *literally* is intimately connected with where we are *metaphorically*. In terms of the metaphorical, it seems to me that all we can do is guess at an answer, as we have no reference points by which to judge. If we are driving to the store, we have a pretty good idea of how far we’ve come and how far we still have to go before we reach our destination. When it comes to life, however, even if we think we know our starting point, we can’t know the where or when of our destination.

Even so, where you are physically can tell you a lot about where you are metaphorically. How and where you have chosen to live—your home, your neighborhood, your occupation, your recreational activities, your physical condition, and other external factors—are the physical reflection of where you are metaphorically. The outside is a reflection and extension of the internal. Before you decide that you must be saintly because you have a big house, a big screen TV, and a big SUV, that’s not exactly how to interpret the meaning of the externals of where you are.

Look instead for signs of harmony between and among the externals in your life. If the externals of your life are balanced and harmonious, the chances are that the same is true for your “internals.” If some of the externals (weight, work, social commitments, condition of your home and vehicle, and so on) are out of control, then the chances are that the same is true for your “internals.” People do, of course, have different priorities. Your car, for example, may not be a high priority for you. You may focus your attention on your books or music collection. As long as you have your car serviced often enough to be safe on the highway, that’s OK. You can also be out of balance in the other direction. If you are spending your

weekends (every one of them) washing, waxing, and detailing your car, you are undoubtedly neglecting something else. Because the ideal is an appropriate balance, pay special attention to those things to which you may be paying too much attention and those things you may be neglecting.

The question of where you are now also applies to the balance of the energy systems of your human energy field. The physical, emotional, mental, and spiritual energy centers—often called “chakras”—need to be in balance for optimum health and well-being. The lower three energy centers are primarily concerned with your physical well-being, sense of safety and security, sexuality and creativity, and sense of self-worth. The energy of the upper three energy centers is concerned with the nonphysical, including giving and receiving information, cognition and intuition, and expressions of spirituality. The heart chakra serves as a bridge between the lower and upper chakras and allows for giving and receiving love.

Love and spirituality in particular can be expressed in a wide variety of ways. Some people love their gardens and derive a spiritual meaning from working in them. Scientists who believe themselves to be atheists nevertheless find spiritual meaning in exploring the mysteries of existence. The most important thing is to be aware of the energies you have for each of these important aspects of your life, as it is only through awareness that you can know whether they are balanced appropriately. It is only by being aware of these energies that you can answer the question, “Where are you now?”

The Hot Tamale Train

Joel and I have thoroughly enjoyed watching a TV show entitled, “So You Think You Can Dance.” Interestingly, neither of us is actually into dance, and I admit to really having very little natural rhythm. So, perhaps my complete thrill in watching the show is vicariously enjoying something I am not gifted in.

For those who are not familiar, the first step involves regional tryouts, and either getting a ticket to Vegas, having an opportunity to try your hand at choreography, or being sent home. Some of those who audition and get sent home invite the question, “What were you thinking?” But having an accurate self-perception is something that does not always seem to come naturally.

In fact, at least some self-delusion is quite likely if not inevitable; therefore, you might enjoy the following exercise for developing a good strategy for responding to (and learning from) criticism.

1. **Install your new strategy in a disassociated state.** Be aware of your usage of pronouns and location words to help insure that you are *seeing, hearing, and feeling* yourself doing things in a new (better) way.

2. **Dissociate from the criticism.** Make an image of yourself being criticized, then push it way out in space until it is very tiny, or make it dimmer, black and white, or silent. Use submodality shifts to insure that you are able to notice the criticism without experiencing any bad feelings.
3. **Make a dissociated representation of the content of the criticism.** Make the representation small enough, or far enough away, to enable you to be able to be dissociated from any bad feelings so you can do what is necessary for you to *understand* it.
4. **Evaluate the criticism, gathering information when necessary.** By viewing a movie of the situation, running the movie from several different points of view, you can gain valuable insight. Use Meta Model questions, and stay dissociated enough to sort for what might be valid, and useful feedback for you to have.
5. **Decide on a response.** Your response will be based on the objective learning the previous steps have provided. You might thank the person for providing the feedback you have found valuable, or you might clarify that you have not been able to see things the way the other had presented. You might offer additional information that might be helpful. See yourself try on these possible responses and then watch as you take the chosen action.
6. **Consider changing future behavior.** In the previous step you watched the dissociated you respond to criticism in a specific way. In this step, you choose whether you want to respond to the criticizer in a new way in the future. Think through possible future times and places where you might want to use this.
7. **Repetition.** Run through the steps with a variety of possible experiences such as one where you are able to see ways in which what the criticizer has said clearly fits, one where the criticism is vague and you are able to be successful gathering information, and one where you have been able to take the feedback and apply it to a situation in the future to create a more desirable outcome. Test a few options.
8. **Reassociate with the part of you that learned this strategy.** Thank yourself for being willing to develop this new strategy, then bring that part into your heart so that you will be able to feel that you are now able to use this new strategy.

(For complete details on this technique, see Chapter 8, pp. 147ff., *Change Your Mind and Keep the Change*, by Steve Andreas and Connirae Andreas (Real People Press, Moab, Utah, 1987). Those of you who are familiar with SCS/NLP will also recognize New Behavior Generator.

See *Healing with Language: Your Key to Effective Mind Body Communication*, Bowman & Basham, 2009.)

In *Change Your Mind and Keep the Change*, Steve and Connirae say that about 70% of people respond to criticism by immediately going to bad feelings. About 20% avoid bad feelings by simply rejecting the criticism. Less than 10 % are able to carefully consider the useful part of the feedback. The judges on "So You Think You Can Dance" really do seem to make a sincere effort to provide constructive feedback to the dancers. It is as though they are genuinely interested in helping the dancers learn more and apply that learning in ways that makes them better dancers. When one judge, Mary Murphy, really likes a dancer's performance, she yells and screams and says they are "on the hot tamale train!"

Everyone who watches the show knows what she means by that, even if it is something she made up. Those dancers who are able to listen to the comments, truly work to apply those comments in ways that leads to better performance, and develop relationship with the judges in spite of the fact that they receive criticism seem to really grow. That brought me to wondering what I would be able to learn by your developing the same strategy with other areas of your life. Give it a try, and let me know. Maybe you will not be voted America's most favorite.... But even if that does not happen, at the least you are bound to have a lot less stress in your life. It had taken a lot of energy to be defensive about feedback, and your being able to think of those who criticize you as providing something helpful to you might just result in your ending up on an equivalent of the "hot tamale train."

Ready, Fire, Aim

In spite of the importance of sequence in achieving desired outcomes, it is often overlooked as a necessary element in effective strategies. In some cases, an effective strategy is fairly obvious. We put bread in the toaster; when it pops up toasted, we *then* butter the toast, and *then* we put the jelly on. When it comes to toast, the big mistake in sequence would be to put the butter and jelly on the bread, and then put it in the toaster. While I'm pretty sure that you wouldn't do that on purpose (unless you have become curious about the outcome), you may be using ineffective sequences in some aspects of your life because your strategies are operating below your level of conscious awareness.

Strategies have a *test* (T) for beginning, an *operation* or operations (O) for execution, a *test* or tests (T) to see if criteria for completion have been satisfied, and an *exit* (E) when the criteria have been met (see George A. Miller, Eugene Galanter, and Karl H. Pribram, *Plans and the Structure of Behavior*, 1960.) In certain social settings, for example, when we see another person's hand being extended, we automatically enter into "hand-shaking behavior. The

extended hand is the first T. We might also go first and be the one to first extend a hand, in which our first T was the internal sense that the context called for hand-shaking. In either case, we perform the operation, and then we exit the strategy.

One of the examples of a strategy gone bad that I like to use in NLP trainings is the guy (and it's almost always a guy) driving down the highway when he decides to spit out the window. Opening the window before spitting is the correct sequence. In many cases, the correct or best sequence has already been established, and all we need to do is follow it to achieve a good result. As an adolescent, I built a number of electronic products from kits. The designers of the products carefully laid out a sequence to help kit builders end up with something that actually worked. In my case, I didn't always believe the warning, DO NOT SOLDER. I would look at the connection and think, "There's no way anything else will fit in there," and I'd solder. Six steps later, something else would need to be added, and I'd have to unsolder and attach it.

Someone else had developed a strategy that worked, and I failed to follow it. That's one of the ways we get into trouble with strategies. Those who have studied NLP know, for example, that using an auditory strategy for spelling (*phonics*, sounding things out), is not especially effective in English because too many words sound alike and too many others have silent letters. If you want to spell correctly in English, use a visual strategy and make pictures of the words when they are spelled correctly. There's nothing wrong, of course, with testing a new strategy to see if it will work as well as or better than the one that others developed. Be sure, however, to pay attention to the results you obtain with the new strategy. If they aren't better, go back to the tried and true.

Another way you can get into trouble with strategies is by failing to notice when you are using one. Once a strategy is developed, we tend to relegate them to an unconscious process. We simply don't think of handshaking or shoe-tying as a strategy, but those behaviors had to be learned step-by-step, from what we do first (and when we are to do it), what we do next, and so on. You initiate the strategy on cue (the first *Test*) and then perform the operation through the Test for Exiting below the level of conscious awareness. This is one of the reasons people get into difficulty trying to drive and use a cell phone (for conversation or, what's worse, texting) at the same time: the strategies for each behavior need to compete for a limited amount of conscious attention. You could end up on the local (bad) or national (worse) news.

Again, the desired outcome provides the proof. To determine if your strategy is working, you need to ask yourself if what you are doing is helping you obtain the desired outcome, or whether it is having the reverse effect. This requires a conscious awareness of both the outcome and the strategy being employed.

It's OK, for example, to tie your shoes while thinking about other things. Other activities, from peeling potatoes to having a discussion with your spouse about where to spend a week's vacation, require more conscious attention to avoid the possibility of serious injury.

You doubtless know the old saw, "If you keep on doing what you've always done, you'll continue to get the same results." A strategy is serving your purposes if you (and others important to you) like the results. If not, the best strategy is to change your strategy. To do that, you need to bring the strategy into conscious awareness so that you can check each step, from the initial **Test**, through all its **Operations**, to the **Test for Exiting**.

If you fire before you have aimed, you don't know what you might hit. As with spitting out the window, it's best to make sure that you have the steps of the sequence arranged in the proper order. If you are told, "Do not solder," you might want to check the rest of the sequence to make sure that you haven't missed something of importance. It may seem redundant to say so, but strategies serve our purposes only when they serve our purposes. If you have purposes that aren't being well-served, check the strategies you are using to achieve them. You'll be glad you did.

Sea Shells and Sunshine

Spending a week in Gulf Shores, Alabama, with about 20 family members ranging in age from 62 years to 6 weeks can really invite a lot of judgment and/or a lot of awareness of personal preferences and lifestyles. Some liked to stay up so late that we almost met in the hallway as I was getting up. Some liked to eat breakfast about the time I was eating lunch. Even picking up sea shells or getting out in or staying in away from the sunshine were choices as wide as the Gulf itself.

Shells come in all sizes and all types, just like our family members. And without even being aware of it, we can decide who we think is worthy of our affection, respect, appreciation, in much the same way that we walk down the beach and quickly determine which are our most and our least "favorites." Now, I agree that most people on the planet would agree that some people are more worthy of all of those things than others—and a few examples come to mind. Take Hitler or Mother Theresa, or Jeffery Dahmer or Ghandi. I wonder, however, if we are simply unaware of how often we confuse our personal preferences for intrinsic value.

What if we can recognize our values and honor that it is our value while also remembering that our value does not automatically also say something about that which we value? In the same way that the structure of the sentence, "John says Coke tastes better than Pepsi" tells us something about John, but not necessarily about either Coke or Pepsi, what I value in others may tell you more about me than about the "other."

Some of us went to the beach early in the morning and late at night. Others were there during the heat of the day. Some of us hung out at the pool, others swam in the Gulf. Even our food choices and our drink choices and our preference for kinds of soap, toilet tissue, and beverages were so diverse that each one was inviting each and every one of us to tolerate and appreciate one another.

In a tender moment with all of us together in such close quarters, a teaching from "A Course In Miracles" popped into my mind—*my preferences mean nothing*. Gary Zukav and Linda Francis (*Heart of the Mind*) have an entire chapter on the way our preferences can become a problem in our relationships. This reminded me of how important it is for you to really pay attention to the communication dynamics of the Drama and Cognitive Triangles, along with Transrational Awareness. To refresh or introduce yourself to all of this take a look in the section on unconscious communication patterns in *Healing with Language: Your Key to Effective Mind Body Communication*, Bowman & Basham, 2009.

The last time we were all together for a Smith Sisters Family Reunion was almost three years ago. We don't always have such ideal opportunities to notice your own preferences and to love and respect those who have such different ones, but when you think about it as an indication of the level of consciousness itself, we are able to think about how research is indicating that different parts of the brain dictate ways of thinking in the way that Dr. Jill Bolte Taylor describes in *My Stroke of Insight* (see http://www.ted.com/index.php/talks/jill_bolte_taylor_s_powerful_stroke_of_insight.html). I am so grateful to my nephew's wife's family for allowing us to enjoy their family beach houses again. And I am especially glad to have enjoyed the learning a simple walk on the beach or shared meal with our extended family gifted me with this week. The next time you notice your propensity to think your way is right, right away you can relax and think how that might just be like Coke and Pepsi, or even like sea shells....

What's New?

If you haven't already, you might enjoy seeing the SCS 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=hrLgDJRJI1w>
- **Fast Phobia Cure:**
http://www.youtube.com/watch?v=GLkyRfv_d7s

You can find all of the SCS videos quickly and easily by going to <http://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, and you can use that to "follow" us. We promise to stick to SCS news and promise *never* to tell you what we're having for lunch. When you join Twitter to "follow" SC SMattersLLC, be aware that you may find that you have been automatically signed on to follow various celebrities. Unless you want to know what those celebrities are having for breakfast, lunch, and dinner, you'll need to "unfollow" them. Also, if you are able to help us make better use of either Facebook or Twitter, we'd be glad to hear from you, preferably by email to ensure that we receive your suggestions.

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*. We will be using the new edition for all SCS Level 2 and NLP trainings. 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 of you replacing previous editions, the charge will be a mere \$8. Shipping within the United States is \$3, or—better yet—pick up your copy in person at the next SCS/NLP training.

For overseas shipping, multiple-copy discounts, special shipping requirements, and to reserve your copy now, send a quick e-mail message to Debra at her SCS e-mail address: debra@scs-matters.com

Judy and Her Jewelry

Also still relatively new and definitely current, Judy Bolin continues to recover nicely, and jewelry donated to contribute to her ongoing recovery continues to be 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.

What's Coming Up?

Because a number of you asked, we have scheduled SCS Level 1, "Healing with Energy," for Saturday (9 a.m. to 5:30 p.m.) and Sunday (9 a.m. until noon), 26 and 27 September. For more information, see the flier on the SCS Web site:

www.scs-matters.com/Download/Flyer-HeE-Sep.pdf
You'll be able to complete SCS Level 1 and move right into the SCS/NLP Super Sunday on advanced

language patters—an introduction to SCS Level 2, "Healing with Language" or a continuation of your program of study for certification in NLP.

Our next scheduled Super Sunday, 27 September, from 1 p.m. until 5 p.m., will focus on the Advanced Language Patterns of NLP, including reframing, conversational belief change, the Meta Model and the Milton Model. Because language forms the foundation of your beliefs and those with whom you interact, the more you know about using language skillfully, the more successful you will be in all your relationships.

The Super Sunday 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.

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

In October, the SCS/NLP Super Sunday focus will be on "Beliefs, Behavior, and Relationships." We will take a close look at the Presuppositions of NLP and how forgetting them can lead to relationship difficulties. We will also examine the Metaprograms and resulting behavioral differences. This workshop will help you be on "the same page" with others in your life.

What's Coming Up in November?

In November (6, 7, and 8), we will be offering a three-day intensive focused on enhancing relationships with NLP. "Beliefs, Behavior, and Relationships," is designed to help you understand the causes of relationship difficulties and what you can do to prevent or resolve them using the tools of NLP.

If you are in a relationship—or would like to be in one—this workshop will surprise and delight you. This training will take place in the Murfreesboro/Smyrna area of Tennessee (close to Nashville). Space is limited, so reserve your spot soon by calling (269) 921-2217 or sending e-mail to Debra (debra@scs-matters.com). Because this workshop focuses on relationships, we are offering a special discount for couples.

When You're Ready for Certification or More

Both the NLP intensives 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, and to be among the first to sign up, call/write now: (269) 921-2217 or debra@scs-matters.com.

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 next spring.

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

