

Coherent Coaching™ Session Manual



**“Become A 100X More Effective Practitioner Through
The Direct Path To Heart Coherence!”**

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Part I - Coherent Coaching - Session Information

Introduction:

These are guidelines of session practices that have always worked for me in over 45 years of successful personal, business and corporate coaching.

I have re-included some of the information that is written in the *Coherent Coaching* book in order to create a bridge between the examples, exercises and processes contained in this book.

This is a session Manual, so I have included a page for notes at the end of each section in case you would like to print out the book and keep it handy in your office.

Part I - Session Guidelines:

- **Keep all your coaching appointments once made.** Don't be late or cancel a few minutes beforehand. When you break your agreements, you bring the client into session with considerations, and he/she may be difficult to handle. So keep your appointments once made and you'll avoid such problems.
- **Do not process a person who is insufficiently rested,** physically tired, improperly fed, hungry. These are things you want to check in the beginning of the session.
- **Keep sympathy out of the session.** You don't want to be a hand holder. Sympathy could actually cause a situation to worsen. You're not there to sympathize with the person. You're there to be effective.

The Coach's Responsibility in Session

- **The coach is responsible for everything that happens in the session.** You are causing the session to be, and you are cause over the session. The client is cause over his issues and story. But he is a sub-cause in the session.

You're the one who is directing and he's the sub-director. When things come up that are a problem in the session, you take responsibility for them.

If you can't hear what the client is saying, never say, "You didn't say that clearly enough," or "You aren't speaking well enough." Put it on yourself and say "I didn't get that," or "I'd like to hear that again)" or "Say it again, please." Put the responsibility on yourself.

What goes on in a session is privileged information, and you're not to use it for punishment, personal gain, or any other deviant purpose or vested interest. Your tone of voice in session can express many things. Make sure that you have a good level of rapport. Mood can be expressed in the way you ask your question or the way you acknowledge.

- **You start the session, and you end the session.** You are responsible for the session. The client doesn't begin or end session on his own determinism. You do. You finish off all the cycles, and the large overall cycle is the session cycle. You start it, you finish it. You never walk off from a client in session and you don't allow the client to walk off from you.
- **Keep your emotions out of the session.** Don't get emotionally low resonance with the person in session. Take every action that you undertake to its end result, to a loose and free aspect of the client, brightened up, and self-determined action on whatever has been resolved. And on that point, **don't run an area beyond its end result.** By doing that you plow the person right back in. You've brought the area up and reactivated it; you've had the person take a look at it and you've deactivated it. You don't want to go on beyond a win point and cause the area to be pulled back in again. So once you've gotten the end result, end off.
- **Be open and not judgmental in the session. Keep your rapport high.** By doing this you're going to build rapport. The communication line grows stronger and stronger and will thereby take the strain and the stress of heavier problems. So build your rapport and coach openness in the session.
- **Openness must be kept high and standard throughout the session. Remember to refrain from entering comments or expressions in the session,** which may stir up or distract the client from his issues and story.

The person says, "Hey, I just realized why grandma was more a mother than my real mother was." You don't want to jump in with, "Hey, that's true for me, too." **Keep your story out of there.** His attention is going to go onto you and off his story as a result of that. Keep those comments out of there.

- **Always give the client the correct question, the appropriate question.** And get it handled before you go on to something else. Don't give him 3 or 4 at one time. Always get the one answered that you've asked.
- **If you have to sidetrack for awhile to handle something else--**Godzilla comes through the wall--fine, escort him out, and then handle what you've started out to handle.

Don't leave something led unhandled. Word your question so the client can understand. Don't give a wrongly worded question. It will cause a person to do something other than what you want him to do.

Session Administration

- Always keep a record of the session. It need not be too detailed. Essentially what we're talking about is paper, pen, probably a clipboard on your lap—something to make notations on about what is happening in the session in terms of progress, indicators, particular subjects that the client mentions, things that keep coming up for him. Also, notations regarding your actions, the way the session ended, what the resolutions are going to be.

This is nothing that must be too specific or uniform, but, rather, legible notations you are going to make. **Your record should contain the client's name, length of session, actions undertaken, and general responses.**

Don't turn it into some sort of administrative overburden. You're not sitting there and writing the whole time the client is discussing things; you're just hitting the importances of the session so that somebody can have a look at the case as the work and hours of coaching accumulate.

Remember, when you are writing in session, do it as unobtrusively as possible. Writing is akin to having a devitalized presentation; you want to avoid having the client's attention on you rather than on his case.

He's there to handle his story (case). You're there to direct him and guide him into handling the areas of his case that he wants to have handled. So don't use your session administrative work as something to keep this from happening. Do keep session records.

Dictionaries

- Have a dictionary handy in session in case a misunderstood word comes up, or you ask a question with a misunderstood word in it. Since you don't want to evaluate for your client, have a dictionary handy so he can look up the word. Or you can use a dictionary app on your computer, iPad or iPod.

Establishing Client Coaching Boundaries

- At the beginning, the end and during the course of session you must always give the client boundaries or guidelines (a piece of information) as to the start, change or stop of major cycles of coaching actions.

Not to do so, is to remove predictability for the client as to the goings-on in the session.

Some examples are:

"Start of session."

"End of session."

"We're going to take a short break."

"The next issue we want to take up is_____ "

"The neighbors next door are adding on to their kitchen, so we may hear some hammering from time to time."

Coach Indications are a natural, cordial aspect of staying in communication with the client. Use them and make yourself safe and predictable.

Creating A Safe Space

- For coaching purposes, we're talking about two different spaces, both of which overlap. One is the place where the session occurs; that is, the physical environment. The other is the space of the coach: his or her presence. Always create a safe space. Prevent distractions, interruptions, intimidations or unpredictability of any kind.



Phones shouldn't be ringing; doors shouldn't be knocked on, etc. All this can be taken care of by taking the phone off the hook or switching on an answering service, placing a sign on the door which says "In Session, Please Do Not Disturb," or whatever is appropriate to keep out disturbances. Make sure there are no timed electric devices going off in the middle of the session.

In short, the coach should look around the environment prior to session and, using common sense; take care of any distractions or interruptions that could occur so as not to have the session be thrown off. In terms of creating a safe space, we're also talking about the coach's space.

The coach must avoid any gesture, facial expression, remark, or reference to something that could cause the client's attention to shift from what the client is looking at to the coach.

What we want to have happen in this environment--both the household environment and the environment created by the coach—is safety, predictability, naturalness, and comfort for the client.

So creating a safe space is taking into consideration all the problems that could occur and heading them off. When the space is safe, the coach can sit down and do his/her job and the client can receive the benefits of that particular coaching session. You need the place to be conducive to the client looking into his story and at his problems. Ensure you are working in a place that's okay with the client. As the coach, be sure to "clear" that space prior to coaching.

Rapport

- We've studied a lot about Rapport. We know that Affinity, Reality and Communication are the essentials of Rapport and thus to Coaching. Without these, you will have no session at all. In a session you're constantly building rapport by being safe, being with the person, by keeping your communication level high and listening and acknowledging.

Coach Presentation

- **One of the most important basics in a session is to keep your presentation coherent.** First of all, you're being there. That's essential. When you speak, speak so that the person can hear you. Don't be so timid as to pile up the words in a stack on your chest. Make sure that you're not blowing the person's head off, either.

When you don't get answers to your question, redirect and get that question answered. Acknowledge cleanly, comfortably, naturally. Make the person understand that he has been heard. Also, don't skip acknowledgements.

If the client begins to stray off track, steer him back on. As far as your silent presentation is concerned, you're not staring a person down, burning a hole through them, warming up to them, trying to outdo them, trying to get them to feel uncomfortable.



Remember, no robot is going to establish any rapport with anyone. You've got to be natural. Create comfort, keep creating a safe space.

You can't sit there, stare a person down, give voluminous crisp thank you's, loud okay's, insensitive I got that's, ask snide questions and expect the person to have his attention on anything other than the way you're bulldozing your way through the session. So keep natural. **Remember to establish your session goals.**

Client Confront

- **The idea of the coach plus client being greater than the stressful issues of the mind is definitely true.** When the coach is working against the mind without the support of the client, the client's mind is greater. The coach plus client is bigger than the client's story. As a coach, you are supporting the client in taking a look at the subconscious mind. The client is right. The negative mental energy (NME), or negative mind, is what causes the difficulty.



In order to cause something to drop away, to release, one must view (or look at) his or her **responsibility** (authorship) in the creation of the irrationality which exists. In order to cause an unwanted condition to persist, the client must assign other authorship or causation to the creation of that condition. Otherwise, when the client views the condition that existed, he or she would see their source ship and responsibility in its creation. Blaming and failure to forgive keep NME from releasing! **Problems, upsets, and barriers have other people's authorships assigned to them, and the client has forgotten or not confronted his own participation in bringing about the stressful situation.**

Problems and Incomplete Communication

- **The prerequisite necessary to have a problem is incomplete communication.** That is, one has omitted a communication to a particular person and this could be called a **withheld communication**, (or withhold). This withheld communication is the first point, the start in the creation of a problem. If one completes the communication, the problem will ease, and the block will dissipate.



In Coherent Communication, both you and the client are sourcing communication. You're flowing communication to the client; the client is flowing communication back to you. While flowing communication back and forth, you're using the Coach's Communication Cycle.

Obsessive and compulsive origination of communication by the client will tend to disappear as you acknowledge him, and when he arrives in the “now”, which is a result of communicating to someone, a very fine communication cycle is developed.

In looking at Coherent Communication, I would like to point out that lack of acknowledgement will slow down the client's willingness to communicate, and will stick attention on past cycles of communication.

To Summarize: there are 6 communication cycles that make up the overall coaching communication cycle--including the cycle of the client looking inside the mind and examining the past in order to answer your question. Again, this is the hardest one to detect, because it is "self to self" and not readily observable.

The cycles are:

- 1) Is the client ready to receive a question/ communication from the coach?
- 2) Coach delivers the coaching question.
- 3) Client receives it and looks into his subconscious mind for an answer.
- 4) Client receives an answer.
- 5) Client delivers the answer to the coach.
- 6) Coach acknowledges that the answer was received.

Client's Story Biofeedback Assessment

- When undergoing a coaching series, a client should have his story assessed for stressed areas.

By locating specific areas of charge, the coach can then direct session time at chosen targets until the client's problems in those areas have been addressed and handled. To assess a story, merely compile a list (or use an already compiled list--for example, see Appendix) of potentially charged areas and have the client use biofeedback equipment, which can be of great value in issue assessment.

The results obtained by using story assessment are heightened appreciably by directing and unearthing the client's stressed issues. This will eliminate guesswork and wasted time from your sessions.

Indicators, Tell Tales or Tells

- For our purposes, we will define **indicators** as those groups of reactions or responses that the client displays when he/she is being addressed during the session or when he/she is talking. Indicators are the client's physical response during the session. Facial expressions, breathing changes, body motions, twitching are just a few of the many possible indicators.



The eyes and mouth are the two prime areas for the consultant to observe. A smile which degenerates into a frown, eyes which suddenly go dull, are types of indicators which are most prominent and most difficult to disguise. This is fortunate, because the coach is going to run a session based on the indicators or “tells” that he sees.

He'll ask questions based on the indicators or client manifestations that he sees. If you, as the coach, ask a question about a withhold (withheld communication) and the person has given you a “withhold” and you ask, "Is that all of that?" and the client frowns, turns red, or looks uncomfortable, that's an indicator.

And what the indicator is telling you is, no, that's not all of that. If the client goes ahead and says "Yes, that is all," then you can ask him, "Did you have a consideration there; did you have a thought there; is there something you haven't told me?" Whatever is appropriate? But watch for those indicators because they act as signposts.

Observing and recognizing “tells” during the course of Coherent Communication is essential for the reasons just delineated. These are signals for you, the coach, to be alert and on your toes. Something is happening. You've got to recognize it and make preparations for your next move. Indicators are physical manifestations of what the client is doing.

So you've got to use them; you've got to be aware of them. **If you miss them, the whole session can go in the basket, especially on something like a withhold question.**

A missed indicator can ruin a session. So watch for the indicators. Speech, emotional tone, criticalness on the part of the client, change in vocal tone, eyes looking away, eyes tearing--all these things are indicators or tells, so watch for them.

Indicators or tells can be separated into two general categories: good and bad. Bad indicators or bad tells are those of a problem nature and are abbreviated BI's. Good indicators or good tells, or GI's, are those that show the client is doing well.

Asking Appropriate Questions, Staying with The Subject, End Results

- **Coherent Coaching Communication in session is essentially asking appropriate questions.** A session is comprised of asking the appropriate questions in order to resolve the problem worked on. This is done essentially by observing. For example, a girl has a problem with her father; he's an alcoholic, lives removed from her. She has a lot of problems about not being in communication with her father and the fact that the relationship doesn't work.

So the session starts out and she delineates the problem.



You ask, "How would you like to see this situation, how would you like the relationship to be, what's your ideal outcome, how would you like it to be so it works for you?" Any of those questions so that she can specify her goal. She tells you, "Well, I can't move to L.A. and he can't move here, but I'd like him to quit drinking, I'd like him to do this, I'd like him to do that, I'd like for us to be friends, I'd like us to be able to write or call each other on the phone."

So, what you need to do is to realize there are priorities to this particular problem. In other words, having her father move to San Francisco is not something that you're concerned with, at least not immediately. Having him stop drinking is not something you're immediately concerned with. Having him do or be something else is not something you are concerned with.

What you are concerned with is the condition of the client. So what we have to do is tackle the priority problems. If you haven't done an assessment on this particular area to know which issue to take up by greatest or least amount of negative mental energy (NME), what you need to do is to ask her questions in order to get into the area and determine which direction you should follow.

So the first thing you could do (these are just examples, nothing to be taken as a rote pattern. As we've already said, Coherent Communication is not rote, it is spontaneous, based on observation and client condition.) is ask the client, in this particular case, what

she could do in order to alleviate the problem. And she would say to you whatever she's going to say to you.

If she begins to deviate from actually handling the problem--starting to talk about confusions or how the person's difficult, that she'd rather not have the relationship, her emotional state—this is confusion.

She's already said she wants to have the relationship work, and now when it gets down to actually making it work and doing something about it, which is the toughest thing to do, she is giving you a lot of extraneous information.

She's running away. You want to hear that, acknowledge it, and let go of it. You don't want to have her sitting there talking about confusions or irrationality all day long. What you want to do is get decisions, considerations, you want to get things that she did, and you want to get things that are real to her, not this other unreal stuff.

You can tell that criticisms, slander, and confusions are unreal to the person by the tone of voice, (i.e. apathy, etc.) they come across in, and the "not-thereness" in the eyes, plus a host of indicators that belong in that same category.

Basically, the client appears dull in the field of low resonance emotions. Ask her for considerations about what she can do in order to handle this thing. Suppose a letter is the proper gradient to re-establish communication. Now you find that she doesn't like to write, or she can't find her pencil or she doesn't have any stationery and she doesn't have any money to buy stamps. These are the kinds of things that you've got to get out of the way.

The client is going to offer you barriers to the resolution and you've got to get the client to resolve those barriers so she can get her situation handled. It's going to be a matter of handling barriers--many of them--in order to get one particular activity taken care of.

You don't want to evaluate and you don't want to invalidate by saying, "Well, if you just sit for the rest of your life, what good is going to come of this thing?" Invalidating or evaluating do not belong in Coherent Communication. The question could be rephrased: "If you do nothing about this, how is it going to be resolved?"

And you have to ask the question with rapport, especially with affinity. You have to ask it so as not to put the client on the defensive, or make her look like a simpleton for not realizing that what you've just asked is basically the essence of the whole thing: **you've just asked her to cut the string that's keeping this whole package of irrational or fixed data tied together.**

You can see from the example that maintaining all the coaching guidelines (building a safe space, rapport, acknowledging, listening, keeping your communication cycle clean), are the kinds of things that need to be done in conjunction with the Coherent

Communication aspect of the session, which is essentially asking the appropriate question and getting an answer to that question.

A lot of times you will ask a question and get two or three answers on another subject or a sub-subject and you'll get other things going on. These are important, and you want to keep them in mind--you want to retain the information so you can track it down-- **but the main thing you want to do is get that original question answered.**

Sometime you'll have to deviate and handle something else, but you want to get back on the major issue, because your control of the direction of the session is going to solve this person's problem. He wouldn't be there with you if he could take care of it himself.

So your direction and control are going to bring about the outcome of the session, be it positive or negative. Hopefully it will be positive if you use all the data you have and stay within your session guidelines.

The next thing we want to look at after appropriateness of question is the fact that you're guiding the client into revealing what needs to be handled

This is simply a matter of using both the client's fixed datums and the client's data as a pair of reflective devices in order for you to see and then assuming a remedial direction.

The client says her father's a drunk, he doesn't talk to her, he doesn't send her a birthday card. Somewhere along the line, you get the idea that the client feels that she loves her father and wants the problem of the non-working relationship resolved.

We know the client is going to be complaining, is going to have some confusions about the father, but we also know that the person wants it handled.

You are guiding the client into revealing what needs to be handled just by getting the client to talk purposefully, not about complaints and criticisms. For the client to talk purposefully, get the client's viewpoint. Stir this entire area up for observation.

Now you get to see more about it than the client does because the client is involved in it, the client is internalized in the area. You get to see grimaces, furrowed brows, sadness or snide smiles, false laughter. You see the client reacting in this particular area. She gets to feel it, she gets the mis-experience, the resisted-emotion, some partial experience, some partial emotion, whatever she's getting; but she doesn't have the view of it that you do.

So what you're going to do is to guide the client into revealing what needs to be handled by getting her to discuss the situation fully and then you ask the appropriate questions. One thing you've got to remember is, you must maintain your cycles of action here.

If you have 4 or 5 questions or 4 or 5 directions going at one time you're in trouble.

What you have to do is maintain and complete your cycles of action. If you start something, make sure you go through the continuation of that something and complete it, whether it's a question or whether the client has asked you if she can put her feet up on the table.

Don't leave it hanging because her attention will hang up on it, and the more attention that gets hung up on incomplete cycles of action, the less attention she has left for looking at and resolving the issues at hand.

Now when the client's problem comes up fully and the solution begins to emerge (being out of communication with her father in Los Angeles), she will see that the thing to do is re-establish communication. Write a letter, however it should be, so as not to upset the father who is touchy about being in communication and is very self-righteous.

What you want to do now at this point is get a physical universe action as the final end result on this problem.

The person will brighten up on the idea of writing the father and perhaps even follow that up with a call. Hopefully the father will return the call or write the client back.

But, in any case, the client will brighten up at the idea of getting into communication because people basically like to be "in rapport." She may have some considerations or problems, but what you want to do is get a physical universe resolution, or action. There needs to be some action that's done by the client.

If the person "ahaa's" in a session--say, a weight loss session--that she is overweight, and that's the source of her problems and she has not confronted it for so long and now that she's realized it her life is going to get better, that's wonderful. But you have to get a physical universe resolution for her.

She will slip right back into what she's been doing if she doesn't do something about it. Change her operating basis. This means a diet, a fast, a change in eating habits, whatever. It means a physical universe action. That's what we want to have for the end result on these Coherent Coaching Communication actions.

People live life in the physical universe. They also live in the spiritual and emotional universes. But the essence and common denominator of everybody's life is that they live in the physical universe. That's where they're visible. And it's from the physical universe that we get the bulk of all of our problems.

We've got to get the remedy. If a person "ahaa's" in session that they're poor in English, the thing to do is to get a physical universe resolution: enroll in an English class. They can't just sit there and be happy with some thought. So, get a physical universe remedy.

Someone realized they've had an upset with their wife or lover and they've got a withhold from their wife or lover. The thing to do is get a physical universe remedy for that thing, get the person to give up that withhold. They can't just sit there and feel good telling you about it because it's going to be reactivated again once they're around that particular person.

So remember to get a physical universe remedy. It's the beginning of completing whatever the problem was. **The issue will not be settled until it is handled in the physical universe. So get a physical universe resolution as your final end phenomenon.**

Increasing Okayness

- Another thing to look at in Coherent Communication is the fact that the only reason you're asking the questions and looking for inauthenticity (irrationality, negative mental energy (NME), incoherence) is to increase the client's authenticity (saneness, coherence, okayness). Sometimes a coach can become so invalidating, and the client feels so wrong, he doesn't feel there is enough authenticity to warrant his further looking or betterment.

So, only look to find the inauthenticity in order to increase the authenticity. There needs to be okayness present in the session in order to make movement. **That's why you're finding something that the client can do somewhat, and improving that.**

Progress is built on steps of okayness by which you delete or release inauthenticity or negative mental energy (NME) as it comes up so that it can drop away. If you make the client not okay, then the client will return the flow by asserting authenticity or being “right” in what he or she is doing. So when you are finding the client being “right” about what's not working, realize that you are invalidating the client, and that he must be “right” in order to feel that he is okay at all. The degree of authenticity or okayness present must exceed the not okayness or inauthenticity or NME.

The client's ability to bring about gain or movement will cause negative issues to drop away in direct proportion to the rightness or okayness the client feels in session.

Once the client views the incident, takes a look, and spots the lie of mis-assignment of creation or power, the incident will come apart and clear up. EFT Tapping helps the client get to the bottom of the stack – (accumulation of similar traumatic incidents on a thread starting from a core issue.)

For example: a man is having a problem with his wife, but the problem, of course, from his viewpoint, is caused by the wife and not himself.

If the man is able to see his own creation or authorship in the problem, he is able to see what he is doing, what he is creating, and how his actions are actually creating the problem.

Ultimately, the situation is always caused by the client himself. There is always something that he or she can do to alleviate the situation.

The general rule here is that anything that is unwanted, yet persists, must be thoroughly viewed or recreated, at which time it will de-stress or vanish as a problem or difficulty!

Coaching Deviations

- A coaching deviation is a failure to get a question answered. It is a "failure to complete an intended action," an **aberration**, (meaning going in a non-straight line). It is a coach's responsibility to see that the client does not lead the coach into a coaching deviation. Coaching deviations are just plain client resistance.

There are many different kinds of clients. Some are so automatically deviated, they have such inability to answer questions and follow a straight course, that they tend to interfere with your straight line. Stay with the client.

Make a note for yourself as to what subject or what issue is being worked on, and keep that note there, so you can always go back to the note if you do get lost.

The thing is, you want to make sure not to deviate. Make sure the intended questions you ask get answered, and that you don't get sucked into the client's **story** (unconsciousness) or get overwhelmed and forget what questions you are asking.



Peoples' mental states are so often made up of confusions and dispersed energy particles and resistance that they pull others off the subject. You as the coach must not succumb to this. Your client will magically get better, meaning that he/she will start to straighten out their story, if you get them to follow the cycle you have set out for them. This is establishing session control.

After you have coached the client for a number of sessions, you will be in such control of the session, that his mind and story with NME issues will have lesser control of him. He will become 'more sensitive, he will answer your questions more fully, more completely, and will start to gain control of his own scattered, misaligned attention.

This is an excellent result to have happen with a client.

Deviating can cheat the client. Deviating comes from an inability to follow through and confront. One confronts or faces something, and the thing seems to exert force, or stress, on the client.

The client says, "Ah, I didn't want to confront frogs, after all! Let's try trees!" The client looks at trees. Trees also look a little bit fearsome, so he turns around and runs the other way. The client looks at the wall, sees the concrete. The concrete makes the client think a little bit apathetically or overwhelmed and he runs the other way. You see this going on for a few hours, and you'll notice that there have been 35, 40, 50 subjects that the client has confronted just a little bit, but he has not completed even one. This overwhelms the client even more, gives the client a number of incomplete cycles, blunts his intention and makes the client feel that it is not safe to confront.

You as a coach must teach by example, through Coherent Coaching, that it is safe to follow through and confront. It is safe to look at something, and to follow it through to completion.

The more unhandled or partially handled cycles you leave sitting there in the session, the more the client will feel dispersed and overwhelmed. Each incompleteness is composed of negative mental energy. People who get things done are people who don't deviate.

It is important for you as a coach to get a handle on all confusion. Understand what confusion is, what is done about it.

Baby steps

- Remember to use the proper gradient; that is, do a little bit at a time, a little bit more each time, adding up to end result. If you reach an impasse or barrier look back and see when the client was doing well, and then see where it was that you over stepped. Go back to that point, ask the necessary questions, and then proceed again.

Releasing

- Releasing is doing something until the **SUDS level** (Subjective Units of Distress—a scale of 1-10 where you measure the intensity of the uncomfortable feelings; the higher the number, the more distress) comes down or falls to zero. You are asking a particular question, and working with that question until it has done all the good it can for the client.

And then you go to the next question. You may ask a question and the client may give you an answer. The answer may not be the full answer for that question. So you may want to ask the question again or reword it until it has completely cleared up all that it can in a given area.

Understanding Client Communication

- When coaching a client, if you fail to understand the client's statement, do not make the client wrong or judge, or cause him to wonder about you're not understanding it. A good approach is, "I did not understand what you said." Avoid accusing the client.

For example: "Speak up! You'll have to put more energy behind that, otherwise I won't hear it." "Are you talking to me? If so, how about a little more volume?"

Those statements tend to introvert a client. They cause him or her to be less willing to talk to you. Don't get into a situation of repeating back to a client what he has said to you. If you alter that statement, and there is a chance that you might, the client can get confused about what he or she meant or said and it will cause an extra amount of negative mental energy (NME) to build up in the session. Always be aware of the client's reality and go into rapport with it.

Confusion and the Fixed Idea



Confusion is a lot of random factors flowing around in misalignment. When a person has confusion in his or her life, what they do is pick a **fixed datum**, (a fact, or so-called, assumed or believed fact) which the confusion can be aligned around.

This fixed datum will appear to reduce a confusion, align it and keep it handled. The fixed datum becomes gospel, and any time the client shows up with a problem or difficulty, he reasserts the fixed datum to keep the problem or difficulty away.

An example of an erroneously assumed, fixed datum that would cause difficulty in life is "sex is bad." A child could have seen his mother and father having sex together and afterwards saw the father yell at the mother.

The child may draw the conclusion that they were yelling about sex and that sex was bad; it hurt and it caused pain.

So as the child moves through life, the assumption that sex is bad keeps him away from having to confront sex, which tends now to be a confusion, since the child originally did not understand what sex was and could not relate to it. This so-called fixed datum would cause the child quite a bit of difficulty in future life, as he will not be able to experience the enjoyment and pleasure of sex, but must avoid it.

In session, when coaching this client on the subject of sex, the client will hold on for dear life and assert the rightness that sex is bad. If you just ask the client questions about that, get him to look, while EFT tapping at where the experience or consideration is drawn from, and why it came into being, you'll soon get the client to take a look at the incident that existed. Then the client can re-evaluate the incident and let go of the fixed datum or fixed idea. There will be quite a bit of confusion which will come up in the process of looking.

The best "fixed" datum are data that are actually true, and are tried in the greatest amount of situations.

The fixed or true and flexible data of gravity existing would be a more workable datum in life than the fixed data that sex is pain, that children are bothersome, that it's enjoyable to be sad, or that one must fail in order to succeed. Those last mentioned fixed data lead one into a problem.

They are untrue. One fixed datum will also gather around it other conflicting and contradicting opposing datums. When the assumed fixed data is confronted, the confusion releases.

Underneath the untrue or false data is confusion. The fixed data is holding back the confusion like a dam holds back water, so that when the fixed data comes off, be prepared for confusion to come up; but once the confusion has come up and has released, the client will be there, looking directly at the earlier stressful experience, and will not be running or evaluating his or her life from uninspected assumptions or conclusions.

Prompting

- As you're going along in a session, you may need to prompt him when the client seems to stall--or when he comes to a place where he hesitates or seems reticent about going on.

Prompting questions are facilitating statements or questions whose purpose is keeping the client on track and on subject akin to a "uhum" or nod, but they're verbal. We're talking about a one line sentence which allows the person to recognize that he is stalling, without hanging his attention on the fact and that it is okay to go on.

Example: "Have you located something you feel embarrassed about?"
"Has something come up you haven't told me about but should?"
"Is that all of that?"
"What is trying to happen here?"

Or the client seems to be in an area where you know there's more to be said, but he is not saying it. So you prompt as necessary and do it properly, not accusingly or reproachfully. If a person has been talking for awhile and it seems that it would be appropriate for you to do something to let him know that you're not just a glassy-eyed zombie sitting there, use an "uhum," or any sort of a verbal acknowledgement that isn't so final that it's going to stop the person. Don't get into groans. At times an "uhum" may be appropriate to keep the person going, and still let him know you're there for him.

As said before, don't settle for confusions, negative contexts or criticisms. Being confused is what the person is doing in the world with his problems.

He's complaining about whatever it is that's going on with him, and not really getting to the actual cause of the stress. So if the person gets into criticisms, you want to steer him away from that area.

There are multitudes of ways to do it. If your affinity and general rapport is high enough with the person, you could say, "I understand all that, but this isn't getting the resolution to come up."

That's a pretty strong statement, and you have to be in good communication with the person to say that. It's probably safe just to acknowledge and redirect. Re-ask the question that was asked before you got all this other information, or a similar question. If the question seems to be at an impasse, ask a new question about this same issue, which again would be classified as redirecting.

Coherent Communication--Some Clarifications

As stated before, Coherent Communication is both an art and a science. It's not something that can be applied the same way each time. Essentially, it's asking the right question. Asking the right question comes from observing. It's observing where the client is with regard to the topic of discussion (problem).

You want to be sure **not** to ask questions that will cause the client to list a lot of answers. "Who or what has always disliked you?" would cause an attention dispersal. That kind of question could bring up 8 or 10 subjects that need handling:

"Well, Johnny in third grade, my Nanny, my piano teacher when I was a sophomore in high school, and my gym teacher when I was a senior, and my stepfather, etc."

You don't want to get into too many subjects or you will get too many problems. If it does happen, indicate it to the person and handle them one at a time.

A good rule of thumb here is that silence and a clean and open presentation will invite the client's truth, and thus movement.

If you're silent and safe, just sitting there observing the client, he will continue to talk. So watch that you don't get too talkative. And don't have a lot of things going on, such as sipping drinks or doing things that will direct his attention to you.

When you notice at a particular point in session that the client is answering your question, that he's tapped into his story and he's running truth-telling like crazy--just going on and on, saying it's this and it's that, he's always thought this all his life and can see that it can be a problem for him--don't do anything. Be quiet.

Just be there, and let the person vent on that particular point.



You've done your job. The client is hooked into his story, is running progressively with movement, and at that particular point you don't want to do anything. What you're doing with your appropriate question, is getting him to evoke decisions, ideas, considerations--his activities, what he has decided, what he has intended, what his ideas are, what his considerations are about, what actually he did do.

These are the kinds of things that you want to get out in the open. This is the essence of coherent communication. It's getting these things said. So if the client is telling the truth, you want to keep quiet. If the client is "questioning" you want to redirect. If the client is silent, you want to prompt him.

Talk is not "truth telling." People will talk all their lives and not get any better; they will talk and can actually get worse. You want to get "truth" not talk. Remember also that there is absolutely no "hot shot" Coherent Communication.

There's not one question, but many deep ones, that you can ask a person that will collapse his story and produce total sanity.

There may be a single question that will handle one particular area or one particular problem. Right before the end result, will come the right question from you, and the person will be able to crack open the area where before was confused or in chaos. And that particular question will cause the end result to roll around.

Coherent Communication is a gradient or path, a series of baby ascending steps of which 10 or 15 or 100 questions may be the combination, before the actual resolution when the client has the cognition.

So don't look for some coherent communication question that's going to set someone free the very first time you ask it. There is no such thing.

Identification Process

- **Coherent Communication is essentially an identifying or distinction process.**

A person comes in with a confusion or a problem, some sort of dilemma and you want to identify the cause or causes of that particular problem for the person. So, it is basically an identifying process, which, as we've said before, is handled by using the appropriate questions and running client session management on the person in order to steer him into the area as it becomes available.

Coach Presentation Summarized

- **Again, we can't reiterate enough, the importance of a clean presentation.**

We don't want to have robot presentation or uncomfortable, piercing presentation, the sort which cause the client's attention to go outward.

Remember, in the session you're being interested in the client. Interest is an outflow on your part, whereas the client is being interested in his story. In other words, he/she is staying in his or her own universe; he is allowing your questions to come in and that is all you want to send into his universe: your direction, your control, your appropriate questions, and your guidance.

You don't want him having his attention on your face, your posture, your gestures or on any of your habits. You want to keep all that out of there. So presentation is very important. If your presentation is invisible, then the client will have his attention on his story, on the questions that you're asking him, and nothing else.

Guiding Client Confront in the Session

- To define the term, "**confront**," again, we mean to be there with or to face up to. It's not confrontation such as the cop vs. the robber, it's a facing up to, reconciliation with. Confront in the session on the client's part is dependent upon the safety of the space, the relaxedness of the environment, and the guiding of the coach.

There's a very easy way to tell if the client is ready to confront, and that is by simply watching his indicators or tells—as we have discussed previously.

If you're coaching somebody on a subject, and their indicators are combining toward a totality of confusion, that is, they're looking down, their brow is furrowed, they're shaking their head back and forth--in other words, they're expressing doubt--you've got bad indicators right in front of you.

They're sitting there expressing, "What am I doing talking about this subject?" but they're not saying that. Their aspect is saying "confusion, confusion, don't know, can't see." They are in over their head. The story is overcharged, over-reactivated.

In order for the client to be able to confront, the subject chosen should be one that they can be there with.

It may not necessarily be comfortable for them to confront the subject, but they've got to be able to, in some part, face up to and be there with it. At times you should check for interest, so that you're not forcing a client against his will on some particular thing.

This is one of the drawbacks of psychiatry and many other therapies. The person who is running the session always decides what's to be run. Now, there is some merit to that, in that you don't want the client running the session. But you don't want to start him out on too high a step.

Basically, what we're talking about when we're handling a “**case**”--or story--is the totality of confusion, the totality of irrationality, the totality of deviant, misevaluated data that the person has accepted and agreed upon as being real, which now does nothing except create more confusion.



A good example of this would be: the client who thinks he has to keep his pet horse in the house.

What he gets from this act and issue is manure on the rugs, hoof marks on the walls, knocked over furniture, whinnying in the middle of the night, and a lot of disruption because somewhere along the line he went into agreement with the fact that his horse has to be kept in the house. And it's creating problems for him.

This could be analogous to someone thinking that all men are bad, or all women are covert, or whatever the datum or data the person has pulled in, agreed upon, and is now using as fixed--which is causing him problems.

The confusion that is the source of the problem--the cause that lies at the bottom of the stack or thread of irrationality--is something that does not align with the person's lifestyles, or is out of rhythm with the physical universe, or the person's own universe, in such a way as to create more problems for him, since he now operates from that basis. Or, as I just mentioned, keeping your horse in the house instead of where it should be.

So, we're going to hear from the client about the confusions and craziness as we're digging down to the bottom. In order to get to the cause, the client has to be able to confront what's going on. So we don't want to take too steep a gradient and have that person dwelling on the heaviest negative mental energy areas to begin with.

We want to start him off light and get him going, but we also want to check his ability to confront (interest) here to make sure the person does want to tackle the area. You might find, going back to our example of charge on the SUDS scale of 1-10, that he'll be more interested in handling a number 5 or 6 charged issue rather than 2 or 3. Fine.



You have these items listed in front of you and you just go ahead and check them as you go. The one that the person wants to work on is the one that you go ahead and work on. But make sure that it's put there by you; you're just asking for agreement to go ahead and tackle that particular area. You're not saying, "What do you want to handle today?"

If you haven't done an assessment and you're just starting the person out--they've come to you with a particular problem--then that's the one you are going to work on.

You use your baby step technology, you observe the person. After he has listed the problem and delineated what the confusion is, make sure that you can break his dilemma into its essential parts and handle what appear to be the lightest areas first so that you can ease him into the story without a great deal of stress. If you want to get this person to face some very heavy stuff right away, and it's a timid story or a victim story, you're going to be asking for trouble because you're going to be overloading him.

A person is either in a state of no confusion, in partial confusion or in total confusion. It's a matter of degree.

If you get a person who has just been in an automobile accident, (the car is turned over and they have a bloody arm) this is not the time to be consulting them about the problems they have with Granny. The story is overcharged at this particular point; you've got to deactivate that person before you go back in and reactivate him, which is what you're doing in session by getting him to view on a step by step basis or ascended baby step increase. Anytime an area of confusion, problems or stress is brought to the forefront in session, you are actually **reactivating** the person.

This is what happens in a coaching session using the conscious intention of the coach to trigger replay suppressed subconscious negative mental energy.) You're bringing up his irrationality, or so called cherished beliefs, but you want to skillfully control it.

You want to bring it up easily, slowly, and in such a fashion that the person can handle it. If he could handle it by himself, he wouldn't be there with you in order to take this particular problem up. So you have to ease into whatever craziness needs to be taken care of. You do this by taking what the person can confront, you observe the person, you get an idea of his confront level by the way he discusses his problems.

Look at the emotional level at which the problem is discussed in his story. Is there apathy, fear, anger, antagonism, enthusiasm, interest, action? You can see these things, and from there, **by observing the emotional indicators you have, tell exactly what type of moves you have to make or how fast you can go with the story.**

So just watch and use your Scale of Vibration information. The Scale of Vibration, again, is a scale of the vitality of energetics (emotions, attitudes, and behavioral patterns) ranging from the lower levels of distress to the higher levels of well-being. You can observe the client's energetics visually, intuitively or by use of various Biofeedback devices like the HRV Bio-monitor.

SCALE OF VIBRATION



Bliss
Abundance
Action
Ideal manifestation
Goal
Purpose
Interest
Conservatism (status quo)
Boredom
Antagonism
Anger (overt opposition)
Passive-aggressiveness (covert opposition)
Resentment
Fear/ anticipated failure
Sympathy
Coldness (denied sympathy)
Detachment
Eminent failure
Resigned failure
Denied failure

Remember to read the scale from the bottom up.

Through the implementation of Energy Psychology and Biofeedback assessment, the client will move up the scale. (Examples will follow). Don't forget that you are not tricking the person into becoming more vital about any particular subject in the session. **You're going to raise his vitality by handling the problem.** If the person is in apathy about fishing, and has an intention to fish, you want to make sure you handle anything he is in apathy about that. He will become more vital if you handle the confusion he has about fishing.

But you don't want to sit there and show fear to have him come up vitality or mood level; that's just a temporary measure. And it's not going to handle the area.

He'll come back again tomorrow in apathy as soon as he gets a fishing pole in his hands or as soon as he sees a fish in the supermarket.

So what you're doing is raising his vitality by actually handling the problem. We want to take care of his irrationality so that the person comes up emotionally on that subject.

Remember, you've got chronic emotion, the emotion that the person lives at naturally at this particular point in his life. You've got the social story. You've also got the chronic emotional state—or set point on any particular subject. A person can be in conservatism as a chronic set point. On the subject of relationships, that person can be in apathy; on the subject of sex, he can be in enthusiasm; on the subject of work, he can be in covert hostility; on the subject of relatives, he can be at antagonism. These things would all carry their own emotional set point.

Life is a smorgasbord of activities, and the person's chronic set point may not be the one that's always reflected.

At one point he's being social, at another point he's taking a look at a given area of his life, and he will have his emotional set point on that particular subject.

On the Vibration Scale, a person's confront at **apathy** is very low, a person's confront at **anger** is dispersed, a person's confront at **boredom** is somewhat lackadaisical, a person's confront at **enthusiasm** is very high. Use these vibrational measures as an indicator in a session to tell how fast or slow to go with a person on a particular subject.

Once the area is handled, the causes are found, the confusion subsides and the person will come up emotionally or up mood.

Remember that an untrue cherished belief, or an agreed upon idea, is just a person's misevaluation of data. They've taken something that is not true, or is not workable, and they've agreed that it is a workable datum for them. They've adopted it as part of their lifestyle and now they've got confusions and stress and problems as a result of it. Those are the kinds of things we want to unearth.



We don't care about the confusions that go on about it; we want to get to the bottom of it, and detect the untrue fixed datum or the fixed idea which is causing the problem. Those are the things we're unearthing by using coherent communication.

Remember, it's a gradient series of appropriate questions that are going to eventually get you there.

When the idea pops up, the client will get it, "ahaa" realize it, and then manifest the end result which we talked about earlier--feeling loose and easy, having a brightened up, "ahaa" and going into self-determined action on the resolution.

With regard to the subject of guiding client confront, let's summarize. **You want to have the person confront what he can, easily and well, so that you can reactivate the story, have the person handle the reactivation, and then turn that area into an area of clarity for him.** Get the person to face what he can, don't overdo it, don't under do it. Use a step by step series of questions and approaches to successfully get the person into the issues and out of the issues.

Reducing the Client's Willingness to View The Past

- One of the fastest ways to destroy a person's willingness to view, is to get him overcharged with negative mental energy by tackling several areas at once. This goes back to handling session cycles by taking up only one thing at a time, not deviating and getting 6 or 7 subjects reactivated. That's the fastest way to get a person's willingness to tell the truth to go down.

Next thing you know, the person is looking a little tired, starting to yawn, eyes getting dull, his general aspect going down. This is because you're not taking care of each cycle. You're tackling too many things at once, or you haven't handled those things you've touched upon. Watch what you're doing. Get the person to face what he can, as he can.

Remember, he's your magnifying glass. If you're trying to start a fire and burn up a client's story, you're being the sun, so you've got to be able to know exactly where to hold that client as a magnifying glass in relation to the area that you're trying to light on fire, which is igniting the story. If you're too close you can lose it; if you're too far away you can't get enough light on the subject.

So remember to watch the vibrational tone, keep in touch with the indicators of the person, and get him to face what he can comfortably so that the session works out progressively and productively.

Coach Acceptance

- **You have to be ready and willing to accept whatever is going to come up in a session.** The majority of times the sessions run smoothly, and there is no problem with them. The client is going along at a good clip, you're guiding and steering him toward a progressive resolution of the problem or problems that come up in the session.

Once in awhile, something will come up that approximates your own story. You are a little crazy about eggnog, or whatever, and so is the client. **In other words, your story could become an issue here but only if you let it!**

What needs to be done is for you to recognize what's going on and stay in session. Be a coach. Work with this person, and don't get stuck thinking that, just because he's talking about eggnog, you're going to get into story trouble.

You're not there to do that. **Your job description as a coach is to access what's in the client's deep unconscious, and that's what you're doing there.**

So if you have problems about cockroaches, and the client begins a dissertation on cockroaches and how horrible they are, just be there for the client. "I can't coach this person because their story or issues are exactly like mine." You don't have a story in session. If you have any confusion about how you don't have a story or issues in session, then you're already one step too far into it. You just don't have one. It's that simple.

Handling Issues that come up in sessions:

- **Another area that comes under your personal responsibility is that of not justifying or explaining any of mistakes you might make in session, whether real or imagined.** Stay away from that. Attention is going to go back on you again.

When you make a mistake in a session--that is, stumble on a question, or forget an acknowledgement, it is wise to indicate it to the client. "I'll give you that again." "How do you feel about _____" or "I did hear what you said about teddy bears," etc.

This prevents the client from having his attention stuck on an incompleting intention. Complete, even if you must swallow your pride every now and then.

Invalidation

- Basically, **invalidation** means **to make less of or depreciate**. In a session there is no room for this. Never force a client to look at something negative about himself.

There is no room for that in coherent communication.

It tends to throw the person into overwhelm; it overcharges him severely. It breaks rapport with him. It triggers the times he's been invalidated in the past by others. Stay out of the area of invalidation. It doesn't work.

Evaluation

- Evaluation is in the same category as invalidation. Remember, you're assuming an altitude with your client. You are the coach. He's coming to you; he's paying you for your coaching services. If you evaluate for this person, tell him that all his life he's been a baby or a weakling, very likely that person is going to take that as gospel. You are somewhat of an authority figure to him, some type of super-person who's going to help him out.

Obviously, if he's there to receive your help and you tell him something, he's probably going to believe it. And believing a whole lot of these things is exactly where he has gotten to in terms of the development of his story, and I don't mean that as a positive comment.

His personal development, meaning the story that he has, is largely a result of accepting evaluations and invalidations from other people as truth about himself, all of which now cause him to create confusions when he tries to align them into his life.

So stay out of evaluating. It is essentially telling a person where he is, what he's doing, how he has been and making grand assumptions about who he really is in regard to any particular subject or aspect of his life, and it must be avoided.

Evaluation can also be expressed in an acknowledgement, depending on the tone of voice in which it is uttered. A multitude of attitudes can shine through in the tone of voice you use. Be clean, be clear, have affinity and non-judgmentalness when you discuss, ask, or acknowledge. **Don't do anything that's going to cause a person to wonder whether you like him or whether you really understood what he said. Keep your tone of voice high with affinity and keep any additives (additions) out.**

Gestures

- Gestures can be extremely annoying and thus invalidating. Pointing at the client in an accusing way is an uncomfortable thing for him to experience. Any kind of ridiculing, invalidating or evaluative gestures must be avoided.

Premature Acknowledgement

- Premature acknowledgement is acknowledgement before the client has completed a communication. This is like closing the door on one's foot.

Only acknowledge the client after the client has completed the communication.

Otherwise you interrupt the communication, and leave the client in a state of wondering what he actually said or didn't say.

Overrunning

- Overrunning means to accumulate resistance and upset by going over and over something after it is already resolved. Overrunning drives the client back into his now more solid story and must be avoided.

Forcing a Client

- **To force a client to go on beyond where he wants to go or into an area he does not wish to go, will cause an upset.** There is no excuse for doing it. It invalidates him. He's there to get better, but if a particular area is more than he can confront, you must not force him into it.

The correct action is to find out why he doesn't want to go. If it's a matter of prompting or prodding to get completion, that's a different story. But do not use force.

End Result and Interruptions

- It's a serious mistake for you as the coach to move, twitch, interrupt, say something or speak when the client is at the very end of handling a particular problem and going through a cognition stage, sorting things out for himself.

You can tell what's going on there by a high level of interest on his part. Probably looking up or looking out. He'll have an aspect of becoming clear of issues or issueless. At this particular time in session, just sit there and be quiet, don't move, don't do anything to distract the person from the particular path he's on, which is going to be productive. This is the end result stage in its beginning.

In short, don't do anything that's going to cause the client's attention to go onto you.

Laughing in Session

- Remember that naturalness, rhythm and flow are priorities in session. Laughter fits in all this, but it can also be a noticeable shift and a source of trouble. For instance, refrain from laughing when a client is relating about painful or embarrassing incidents. To do so is to make less of a charged significance and to break rapport with the client.

If a client is laughing uncontrollably about something truly funny, laughter on your part is probably appropriate. But don't outdo the client in this situation. **Remember, be interested, not interesting.**

Nervousness

- Nervousness in session can be a real fear producer for the client. Remember, he has some amount of fear about viewing his case, and if he sees you being nervous in session he may go into full-fledged terror, assuming neither of you can deal with the session. **Be nervous if you must, but don't ever let it show.**

Communication Lags

- **Nothing is more disconcerting to a client than a coach's communication lagging in the session.** He goes into doubt as to whether or not you know what you're doing. Worse, the client may assume you can't handle his issues. Avoid communication lags at all cost.

Success With Coherent Communication

As a coach using Coherent Communication, you are there to be effective, to get something done for the client. You aren't afraid of hurting or damaging the client. You're not in fear of prying, severing friendships or other offensive activities. Effectiveness is your byword, and timidity will prevent effectiveness in session.

Remember also, you're not being a salesperson in session. You have no preconceived notions about a fixed outcome and no vested interest in the ultimate resolution of the client's problems. Your only concern is the successful handling of the issues.

Good manners are a must. They build safety, altitude and predictability for the client. Rough sessions can always be traced to a lack of cordiality. Finally, know your data.

Coherent Communication--What It Really Is

The result of Coherent communication is alignment.

We, as coaches, are searching for, locating and systematically eliminating, personal misalignment in our clients' lives. We do this simply, effectively, by getting the client to view his or her activities (both physical and behavioral) and to validate what works and correct that which is not working.

Behavioral misalignment can have a multitude of different causes. A client can go into agreement with some incoherent manner in which to run his life. Someone may invalidate, evaluate, enforce or gently coerce a client into odd methods of dealing with his existence. The causes of misalignment can come from anyone or anywhere.

The effects are all non-optimum for the client. As coaches, we discover the area, (biofeedback assessment or client complaint) and work it over until the true nature of the problem is clear. This is unearthing the misalignment.

We ask our client how he envisions the bettering of the problem and ask him for suggestions about how to deal with the exact area(s) of stress.

Example: Client comes to you complaining of body pains, especially in the feet and legs. You determine (by questioning) that the client always buys shoes a size and a half too small because she has big feet, but is very fashion conscious.

Now, there is the problem: The client wants to be comfortable (without pain) and fashion conscious at the same time. The two decisions conflict as a result of her consideration that big shoes aren't fashionable.

After a bit of questioning about these areas (examining the misalignment), the client gets the idea that having pain isn't fashionable and with further questioning decides to buy her own size shoes and drop out her considerations about what is fashion conscious.



Leg and feet pains are no longer a problem once the client has aligned her purposes with her own lifestyle and discontinued creating contra-aliveness intention with her own existence or environment.

Affirmation Processing

Have the client make a positive statement of their item or issue. In other words, affirm them.

Example Issue: "I force my beliefs on others."

Positive affirmation statement: "I willingly allow others to have their own beliefs."

So, taking the item, you have the client phrase it positively and say aloud the positive statement. You then ask the client what came up for him and he tells you. Then have the client affirm the same item again. Ask again, "What came up?" Listen. Acknowledge. Repeat again until things stop coming up for the client on that item.

Then go to the next positive affirmation. Repeat cycles until things stop coming up. Then back to the negative until that runs down.

The end result is a healthy cognition on the subject or the client willingly experiencing each viewpoint (positive or negative) on the subject.

Coherent Communication Examples

Coherent Communication – Example 1

Situation: Client has romantic problems.

Coach: "Okay. Start of session."

Client: "Good."

Coach: "The area we want to handle next is that of your expressed problems in your romantic life."

Client: "Yeah. That's the one."

Coach: "Okay. Tell me what's going on."

Client: "Well, it seems that I'm always pulling in girlfriends with lots of problems."

Coach: "Okay. For example ...?"

Client: "Well, I guess I'm a good listener, or safe, or something, but I end up with these basket cases always crying on my shoulder."

Coach: "Okay. How are such relationships a drawback?"

Client: "Well, we never, I never get a chance to get down to any romantic times. You know"

Coach: "Alright. How are you benefiting from these types of relationships?"

Client: "It doesn't seem that I am. I mean I don't get to get close to these ladies, just conversationally and spirituality."

Coach: "Okay. How would you like to see the relationships work out? In what way would you have them be different?"

Client: "I'd like them to be more physical. Closer, you know, sexually oriented. "

Coach: "Okay. Is it feasible that you can have a sexual relationship with someone who has a bunch of problems they are dumping on you?"

Client: "No, that's why I'm frustrated by them. I mean, I could definitely see myself getting romantically involved, but I can't get this other crap out of the way."

Coach: "Okay. What, are you putting out that serves as a barrier?"

Client: "I guess a lack of sex flows."

Coach: "Fine. What else could it be?"

Client: "That I'm a good listener and a safe ear, I guess."

Coach: "Fine. How about sympathy? Do you come on as a sympathetic type of personality?"

Client: (Pauses) "You know, I do. I play very interested, and have always had a "white Knight" kind of flow that attracts problem cases."

Client: (Ahaa!) "That's it. I put out sympathy and so I pull in people who know they'll get that from me."

Coach: (Ensuring client is through) "Okay. So, sympathetic flows create your reality as far as these relationships go?"

Client: "Yes!"

Coach: "So if you want the relationship to include other activities, what do you need to do?"

Client: "Be more vital. Be more myself."
Coach: "Good. Can you do that?"
Client: "Sure. It's more natural for me anyway."
Coach: "Okay. How and when will you start?"
Client: "I'll start by communicating my feelings to those who I'm involved with and I'll watch closely for the tone level of those I meet."
Coach: "Good. When?"
Client: "Immediately."
Coach: "Good. Will that work for you?"
Client: "Well, it's got to be better than what's been happening."
Coach: "Good. Then next item we want to handle is...."

Coherent Communication--Example 2

Situation: Client is jobless.

Coach: "What's happening?"
Client: "I've looked everywhere: newspapers, employment agencies, even walked the streets."
Coach: "Okay. How long have you been looking?"
Client: "One month."
Coach: "All right. Why is it important for you to have a job?"
Client: "For money, so I can eat."
Coach: "Okay. Are you eating presently?"
Client: "Yes."

Coach: "Good. Where does the money come from?"

Client: "My girlfriend gave me a loan."

Coach: "Fine. How does she feel about you not having a job?"

Client: "Well, she wants me to have a suit and tie job so she'll be proud of me."

Coach: "Okay. What do you want?"

Client: "To be an artist. I always wanted to, but I don't think I have the ability." "

Coach: "If you had the ability, how would you feel about that?"

Client: "I'd feel great!" (Vital--good tells)

Coach: "When did you first decide you wanted to be an artist?"

Client: "At age six."

Coach: "What happened at that time?"

Client: "My mom wanted me to take over the family grocery business and I knew I didn't want to."

Coach: "All right. Have you ever taken any art courses?"

Client: "A year in art school."

Coach: "How did you like it?"

Client: "Great! Loved it."

Coach: "Okay. Why did you stop there?"

Client: "I was going with a lady who wanted to get married. I quit for a full-time job as a store clerk."

Coach: "Why haven't you gone back to art school?"

Client: "Funny. I was just thinking about that last week. I can't afford the tuition."

Coach: "Okay. Why not get a job as an artist's apprentice or in an art supply house?"

Client: "Because my girl friend wouldn't be proud of me then. I should be a stockbroker or some such."

Coach: "Okay. What's more important to you, your career or the relationship?"

Client: "Both are. Maybe I could tell her how important it is for me to be an artist!"

Coach: "Okay. What' would happen if you did?"

Client: "I'd find out where she's at, as well as how important it is for me to be an artist. Plus, I'd find out what I'm willing to sacrifice to achieve my goal."

Coach: "Are you willing to do that? Speak specifically and really represent yourself without threatening your relationship?"

Client: (Cognition) "Yes! My life was going a lot better when I was doing my art work than when I was trying to work toward someone else's goal. I guess I bought a lot of reasons for getting sidetracked. Sure. I'll do it."

End of session.

Coherent Communication--Example 3

Situation: Relationship difficulties.

Coach: "What could I do for you?"

Client: "I've been having a relationship lately that's been ruining my life. I'd like to get a session on it to see if I can get this relationship straightened up and feel better about it so I can go about everyday living with less stress and upset. This relationship has even been spoiling my appetite."

Coach: "Okay. Start of session. What's happening?"

Client: "Well, I've been going out with this lady now for about six months. It was going along fine for awhile and now we are invalidating each other, arguing and yelling, and last night I almost punched her out. We are both at each other's throats, but at one point the relationship was really dynamite. Now it has come to be the worst thing that is going on in my life. I'm afraid to leave the relationship because I don't want to lose her, and I'm afraid to stay because it's just too painful. I've tried everything I could think of to make it get better. I've taken gotten stoned, gotten laid,

taken a vacation and tried to forget about it. And none of it seems to work. I don't know what to do. Can you help me?"

Coach: "When did the relationship start getting bad?"

Client: "That was about 3 months ago. This lady, whose name is Alice, started getting really critical of me about that time. Up until then, the earlier four months, everything I did was fairly right and we were able to talk things out. And we both seemed to have a purpose together. The last two months we've been hassling and she's really starting to invalidate me, to make me wrong. No matter how hard I tried to do something right, there's always something wrong with it. If there are ten things to do for her, I do 9 of them right and 1 wrong. She puts all her attention on the one wrong thing that I do. Maybe I'm no good."

Coach: "Who told you that you were no good?"

Client: "Well, she did. Alice said I was no good because I've been upset and had a number of problems recently. But the thing is, I didn't have the problems or was upset until she came on the scene and started finding me to be wrong."

Coach: "How was your relationship at first?"

Client: "It was really great. We both met, we had a lot of fun, good sex, we seemed to have a lot in common. We enjoyed being around each other and everything we did was really fun. Now there seems to be nothing that we can do that works together, it all turned into a huge catastrophe."

Coach: "Who are you relating to that doesn't want your relationship to work?"

Client: "That's interesting. A good friend of Alice's seems to be pretty critical of me. She seems to sort of side with Alice now about a lot of things that Alice finds wrong with me."

Coach: "What's this person's name?"

Client: "Her name's Carol."

Coach: "What would Carol gain from yours and Alice's relationship not working?"

Client: "I'm not really sure. Maybe it's because Carol is jealous of the fact that Alice and I had such a good relationship."

Coach: "Did you do any transgression against Carol to cause her to become upset with you?"

Client: "None that I can think of."

Coach: "Did you break any agreements you had with Alice?"

Client: "Ah, um, I don't think so." (Client observed to be hiding something.)

Coach: "Was there something you thought of there?"

Client: "I ..." (Stutter, stammer, embarrassment)

Coach: "Please look at that and communicate what you see."

Client: "Well, I did have sex with Alice's sister."

Coach: "Does Alice know about that?"

Client: "I don't know. I don't know whether Alice's sister told Carol about it or not. I've gone back and forth about it. Each time I see Carol and she talks about Alice's sister she looks at me funny. I don't know whether she knows about it or not."

Coach: "What's keeping you from telling Alice that you had sex with her sister?"

Client: "I'm afraid it would wreck the relationship. It would finish the last string we have that holds us together."

Coach: "How many times did you have sex with Alice's sister?"

Client: "Once."

Coach: "Did you break any other agreements with Alice?"

Client: "I lied a couple of times about where I was one evening. I told Alice I was working late but the truth of the thing is I was out trying to get laid at a singles' bar."

Coach: "Did you succeed?"

Client: "No, I just got a couple of phone numbers."

Coach: "Did you ever think that Alice might know about that?"

Client: "Well, it was funny, the night that I came home Alice really quizzed me about
where I was. Matter of fact I thought she might have been there or one of her friends might have reported it to her."

Coach: "Why don't you go ahead and tell Alice about both of those incidents?"

Client: "I'm afraid of what Alice might do."

Coach: "Does Alice have a gun or something? Is her brother a Mafia man? How did she get so powerful all of a sudden?"

Client: "It's funny, I guess it's just fear, but I worry that she'll end the relationship."

Coach: "How much of a relationship is there now to end?"

Client: "Other than the upsets, probably none. (Laughing) guess I'm just resisting something that has already happened, and I'm afraid to acknowledge to myself that what I fear most has already taken place."

Coach: "What are you going to tell Alice?"

Client: "I'll tell her that I love her very much, which I do, and also that I had sex with her sister and I went to the singles' bar looking to get laid."

Coach: "Is there anything else that you should tell her?"

Client: "No, I don't think so." (Client looking sort of sheepish.)

Coach: "What are you looking at there?"

Client: "I had a gay experience one time with a friend of mine in high school. I never did tell Alice about that. And she asked me one time whether I ever had sex with a man, and I told her no."

Coach: "How do you feel about adding that to the list?"

Client: "Number one and number two are already so heavy that number three won't make any difference." (Laughing.)

Coach: "Is there anything else that you've done that Alice nearly found out about?"

Client: "No." (Client looks vital. Client has come up the emotions from grief into fear.)

Coach: "Okay. You have your work cut out for you. Go ahead and follow through on what you've decided to communicate to Alice and come back after you've done that. Give me a call and we'll get together for a session. "

Client: "I have some fear about doing this. But I realize that if I don't, it will be worse."

Second Session

Situation: Relationship handing.

Coach: "Start of session. How's it going?"

Client: "Better and worse. Better because I feel better that I've told Alice those things. Also better because she had a couple of things to tell me that she had been withholding.

Worse because I feel more vulnerable now that I've disclosed that stuff."

Coach: "What's the worst that she could do with what she knows?"

Client: "I guess really nothing."

Coach: "Is there an earlier time in your life when you told somebody something and they punished you for it?"

Client: (Laughing) "My mother. When I told her things that I did that were wrong, she used to punish me and really make me wrong. That was my mother. I guess Alice doesn't necessarily have to be that way."

Coach: "So how is your relationship with Alice going now?"

Client: "Well, the truth is I'd really rather not have a relationship with her, unless it could turn out to be the kind of relationship that I'd like. Right now I just want to get through the upset and pain and get a chance to put that energy behind my job, because my job is really going good right now. As a matter of fact, it's really interesting. After our last session I noticed that my job seems to have been quite a problem for Alice at different points. She never really has liked the fact that I have a sales job and travel a lot."

Coach: "What goals and purposes do you have in common with Alice?"

Client: "Lots of them!"

Coach: "Which ones?"

Client: "Well, er, ah... (Long communication lag). As funny as it sounds, I guess really none. I enjoyed being with her; but the truth is I could never figure out how to fit her into my life."

Coach: "What purpose does Alice have that you support?"

Client: "Well, the truth is I really don't know what her purposes or goals are. We've never talked about that."

Coach: "What's kept you from talking with Alice about your individual and relationship goals and purposes?"

Client: "That's funny, I don't really know."
Coach: "What could you do about that?"
Client: "Next time I talk with Alice I think we'll talk about goals and purposes, since I realize I really don't know what hers are and I've never communicated much to her about what mine are."
Coach: (Spends some time with client teaching client about goals, purposes, ideal scene, plans, etc.)
Client: (Goes home with the intention of talking to Alice about these.)

Third Session

Situation: Relationship handling

Coach: "Start of session. How's it going?"
Client: "Terrible. With Alice--God, I don't know. Every time I talk with her I just get more and more upset. We tried to talk about goals and purposes and she just got into invalidating mine. I guess the truth is I really don't have any goals and purposes with her that are even similar.

She's doing one thing and I'm doing another, and the truth is we can't even talk about it."
Coach: Talks to client about receiving abuse.
Client: "It's really interesting, I see here that Alice is suppressing my scene and I'm suppressing hers. We really don't have a lot in common. And I can see these anti-social characteristics causing me a lot of upset and strain. You know, I think I ought to get trained as a coach like you if I'm going to handle her. Or what I ought to do is get out of it."
Coach: "What would you have to do to get out of it and feel good about it?"
Client: "I don't know. I feel somehow compelled to stay with her."
Coach: "Have you caused her any pain or upset that you feel guilty about?"
Client: "Yes, I have. I banged up her car about 3 months ago and I never did pay the bill. And that's been quite a problem."

Coach: "Why not go ahead and pay the bill?"

Client: "You know, I think I will. If I paid the bill for that car, then I would owe her nothing and we would be complete on that."

Coach: "Have you looked at going out and meeting some other women?"

Client: "You know, I think I'm just about ready to do that. The relationship is going nowhere and I'm tired of being suppressed. And I create suppression by being involved in a relationship that I have no real need for, or no real wanting to create. There's just one thing, though. I have a lot of fear about meeting women. Maybe we should work on that because that's more the problem than my relationship with Alice. "

Coach: "What comes up for you when you meet women?"

Client: "An incredible fear that they won't like me for who I am. That I have to lie and be someone else to be accepted."

Coach: "How long have you felt like this?"

Client: "All my life."

Coach: "Was there ever a woman you knew that you didn't feel like that with?"

Client: "When I was 8 years old, I had a girl friend and I felt pretty good about her. When I was a freshman in high school, I remember I could be myself with women.

(Client cognites) You know, the thing is I really don't know an awful lot about women. I think that women are sort of strange and different than men. And the fact is, maybe they're not. I have some difficulty in just really being there with a woman and not getting upset and getting heavily emotional and caught up in it all."

Coach: "Here are some tapping or EP processes that would be very helpful to you in dealing with women. Do you have a girlfriend or a woman that you could bring over for next session? You both would get a lot of gain out of it."

Client: "I do have one lady I know pretty well and I would like to know her better and she's safe for me to talk to. I'll bring her over."

Coach: "fine."

Client: "Boy, I think we've helped identify the problem. I don't think my problem

was Alice. It's my problem with women. I wouldn't hold on to Alice if I could confront and communicate to more women."

Coach: "Fine. See you next session."

Fourth Session

Situation: Relationship handling.

Coach: (Has client and girlfriend **do EFT Tapping together** (explained later in This lasts for 3 hours with frequent breaks. Client and girlfriend leave. End of session.)

Fifth Session

Situation: Relationship handling.

Coach: "What's been going on since our last session?"

Client: "I noticed a pattern that's been existing with me and that is I'm trying to impress women. And I feel as though I, myself, as who I am, am not impressive enough."

Coach: "What particularly is non-optimum with you that you feel you must falsely embellish?"

Client: "I don't feel super good about my communication level. I feel shy."

Coach: "Okay. When you feel shy what could you do about it?"

Client: "God, nothing."

Coach: "How about telling the person when you're with them that you feel shy."

Client: "Gee, I never thought about that."

Coach: "What would happen if you did tell a person that you were shy about communicating with them?"

Client: "I guess nothing. I've had women tell me they feel certain ways, why shouldn't I tell them? As a matter of fact, I don't really talk about myself too much with women anyway, about my true self."

Coach: "How else do you feel with women that may be a barrier to your communication?"

Client: "I feel that I'm not successful."

Coach: "Successful at what?"

Client: "You know, just plain successful. Successful in life."

Coach: "But what particularly? Successful with what?"

Client: "Oh, I see what you mean. You know it's funny. I'm successful in sales."

Coach: "Well, what aren't you successful with that if you did succeed at you would consider yourself successful?"

Client: "I really don't know."

Coach: "Who told you that you weren't successful?"

Client: "Janet, Jean, Bridgett, Sandy."

Coach: "Okay. Let's take them one at a time. Did you ever tell Bridgett that she wasn't successful?"

Client: "Oh, yes. I told her that all the time."

Coach: "How about Jean?"

Client: "Well, I told Jean she wasn't successful either. This is really interesting. You know, I think I was the person who told them they weren't successful before they told me I wasn't successful. Boy, it's funny. Successful is such a big generality.

Successful at what? I played football I pretty well, I'm good in sales; I'm a not bad piano player. I really see that a lot of what I think is a generality--it's not very specific."

Coach: "When you go out and meet women, how could you be that would be less stressful for you?"

Client: "Well, I could tell the truth and be honest about my own successes, and also be honest in the successes that I haven't had yet. I could be more myself. Also, I see that I do invalidate women and come from a preconceived notion that they're going to invalidate me, when in fact that's not so. I don't like it when women invalidate me so they probably don't like it when I invalidate them.



What I'll also do before I go out and meet women is do EFT or accupoint tapping (explained in the next section) so that I am really present when I go out. If I find myself not being there, I'll just tell the person that that's what's happening and I know I'll feel better about it.

End of session.

NOTES:

Part II – Processes for Releasing Psychological Reversal

Repetitive Processes:

Example: A client has a bad leg. You have tried the traditional EFT/TFT ways to get the PR off, but the PR comes back and the leg begins again to hurt and voice its resistance. The hurt leg is a solution not a problem. Treating it like a problem makes it go more intense or more solid. Treating it like a solution makes it lighter and head toward release. Treating it like a solution causes more coherence; treating it like a problem brings less coherence, thus less healing.

If you treat this disabled leg as a problem, and it goes on for quite some time with no recovery--it is a sure sign of Psychological Reversal (PR).

Example of a PR Process—Issue: bad leg, can't walk, painful leg, ugly leg, weak leg, Can't go out, etc.

1. "What does a ___ leg get you out of?"
2. "What does a ___ leg get you into?"
3. "How does a ___ leg get you what you want?"
4. "How does a ___ leg interfere with you getting what you want?"
5. "How does a ___ leg excuse you?"
6. "What does a ___ leg help you justify?"
7. "If your ___ leg disappeared what new problem could surface?"
8. "If your ___ leg instantly vanished how could you be let down?"
9. "How does your ___ leg assist your goals?"
10. "How does a ___ leg hinder your goals?"
11. "How could you reinvent or modify ___ leg to make it more viable?"

12. "What could you create that would be better than ____ leg?"

13. "If your ____ leg disappeared what possibility might you create instead?"

You ask each question and get an answer to it, then go on to the next and next and so on. Then you cycle through each question, in sequence, again and again--surfacing confusion, uncertainty, conflict, age old beliefs, devitalizing emotions and attitudes. You keep recycling until the client gets to the bottom of the stack-condition, or prime or core intention that manifested the condition. The client is tapping all the time.

At the end, or completion of the process, the client will brighten up, voice a realization or cognition, and there will be a shift of condition--it will lighten up. When the client has examined all of the payoffs, rewards, justifications, habituated beliefs, reasons to keep it, benefits derived, all forms of secondary gain, etc., the client has gotten to the core intention.

This can't be achieved in most cases by asking the question once. Once is not enough for a core condition.

It barely scratches the surface for most Psychological Reversal. If you do not get all the payoffs, the client will later cling to the uninspected ones and stall the session once again.

Again, no gain or movement can be made in the face of reoccurring PR. All of the unacknowledged PR "benefits" must be known.

I have taught Processes like this one that have been used for years in the coaching, and Biofeedback clearing worlds.

I have used this one, and ones like it, since 1968. They are tried and true. You can get big release with this style of process, even without EFT tapping. But tapping runs deeper faster, with broader spectrum releases. You can also get to core issues faster. You will have far less "yes buts"—or "tail enders" .

Let's run it.

For example: Coach asks these questions while the client does EFT tapping:

1. "What does a ____ leg get you out of?"
"Nothing! It is an injury, damn it!"
2. "What does a ____ leg get you into?"
"A lot of pain and suffering."

3. "How does a _____ leg get you what you want?"
"Who wants a bum leg? Are you crazy!"
4. "How does a _____ leg impede you from getting what you want?"
"I can't walk, so I can't go to dances, workout, work or travel"
5. "How does a _____ leg excuse you?"
"Well my bad leg keeps me from the relative gatherings and excuses my grumpiness."
6. "What does a _____ leg help you justify?"
"It allows or makes me stay at home which I rather like."
7. "If your _____ leg disappeared what new problem would surface?"
"I would have to back to work maybe."
8. "If your _____ leg instantly vanished, how would you be let down?"
"I would be happy."(Surface answer!)
9. "How does your _____ leg assist your goals?"
"It hinders all of them"
10. "How does a _____ leg hinder your goals?"
"I can't walk well"
11. "How could you reinvent or modify _____ leg to make it more viable?"
"I would get more money for it if it were worse."
12. "What could you create that would be better than _____ leg?"
"I could create a romantic relationship with other than a fellow cripple."
13. "If your _____ leg disappeared what new possibility might you create?"
"Joining a single's dance club--but that will not happen."

(We start again at the top and allow the client to go deeper with each question)

1. "What does a ___leg get you out of?"
"Family gatherings and my boring job."
2. "What does a ___leg get you into?"
"Pain and a safe home life."
3. "How does a ___leg get you what you want?"
"It could be worse; I could be at the plant working at my old job."
4. "How does a ___leg impede you from getting what you want?"
"I can't go out on the town with an able woman."
5. "How does a ___leg excuse you?"
"The relatives don't try to get me to come anymore."
6. "What does a ___leg help you justify?"
"Not working, and not trying for a job."
7. "If your ___leg disappeared what new problem would surface?"
"Going back to my old stupid job."
8. "If your ___leg instantly vanished how would you be let down?"
"My benefits would dry up and I would be broke."
9. "How does your ___leg assist your goals?"
"It gives me free time."
10. "How does a ___leg hinder your goals?"
"Can't do much with my free time."
11. "How could you reinvent or modify ___leg to make it more viable?"
"It could get well and I could move out of town."
12. "What attitude could you create that would be better than ___leg?"
"Finding an able mate."
13. "If your ___leg disappeared, what new attitude might you create?"
"Exercising, losing weight, taking care of myself."

(Now the 3rd time through going even deeper and getting more answers)

1. "What does a ___ leg get you out of?"
"Being a social failure."
2. "What does a ___ leg get you into?"
"Being a health failure."
3. "How does a ___ leg get you what you want?"
"I am not a social failure because I have a reason to hide out."
4. "How does a ___ leg impede you from getting what you want?"
"I have no friends and no life, nothing to do."
5. "How does a ___ leg excuse you?"
"Everyone feels sorry for me and doesn't have any expectations."
6. "What does a ___ leg help you justify?"
"It makes it ok to stay at home and not socialize."
7. "If your ___ leg disappeared what new problem would surface?"
"My relatives and x-wife would be coming over."
8. "If your ___ leg instantly vanished how would you be let down?"
"My boss would expect me back."
9. "How does your ___ leg assist your goals?"
"It does keep me from having any more broken marriages."
10. "How does a ___ leg hinder your goals?"
"I have no chance at happiness."
11. "How could you reinvent or modify ___ leg to make it more viable?"
"I could just say it is bad and secretly go out for midnight walks."
12. "What game could you create that would be better than ___ leg?"
"Finding a job I liked."
13. "If your ___ leg disappeared what new possibility might you create?"
"A better job."

(Client is running deeper and touching core intentions on 4th time through)

1. "What does a ___ leg get you out of?"
"The disappointment of not finding a good job—rejection of what matters most to me."
2. "What does a ___ leg get you into?"
"Further feeling like I can't do anything for myself."
3. "How does a ___ leg get you what you want?"
"It only keeps me off the playing field, what's the use?"
4. "How does a ___ leg impede you from getting what you want?"
"I don't do rehab or treatment because I am not ready yet to heal and deal with high expectations."
5. "How does a ___ leg excuse you?"
"Poor guy leave him alone, let him pay his bills late, humor him and cater to him."
6. "What does a ___ leg help you justify?"
"An earlier, nowhere life."
7. "If your ___ leg disappeared what new problem would surface?"
"Fear I can't succeed and no bad leg to blame it on."
8. "If your ___ leg instantly vanished how would you be let down?"
"It would be like the rug got pulled out from under me."
9. "How does your ___ leg assist your goals?"
"It only assists short term goals not long term."
10. "How does a ___ leg hinder your goals?"
"It keeps me safe."
11. "How could you reinvent or modify ___ leg to make it more viable?"
"I could do rehab and hope for the best."
12. "What game could you create that would be better than ___ leg?"
"I have wanted as a kid to work in a wood shop but I failed in that job."
13. "If your ___ leg disappeared what new possibility might you create?"
"I might work with wood as a hobby."

(Client going up the vibrational scale as he uncovers failed intentions and job losses)

1. "What does a ____ leg get you out of?"
"Having a real life."
2. "What does a ____ leg get you into?"
"My bedroom."
3. "How does a _____ leg get you what you want?"
"It can't."
4. "How does a ____ leg impede you from getting what you want?"
"As a cripple I can't work in a wood shop, fear of failure."
5. "How does a ____ leg excuse you?"
"It keeps me from trying."
6. "What does a ____ leg help you justify?"
"Being a failure because I don't try."
7. "If your ____ leg disappeared what new problem would surface?"
"Fear of failure."
8. "If your ____ leg instantly vanished how would you be let down?"
"I would have to try."
9. "How does your _____ leg assist your goals?"
"Not my real ones."
10. "How does a _____ leg hinder your goals?"
"I have the perfect injury to be off line in life, I just hate that I have been here so long."
11. "How could you reinvent or modify _____ leg to make it more viable?"
"I could do the rehab exercises I quit years ago and get mad as hell at myself for just sitting around."
12. "What game could you create that would be better than ____ leg?"
"Going to the gym is boring but it could be beneficial."
13. "If your _____ leg disappeared what new possibility might you create?"
"A whole new life, new interests and play out the old ones."

You would run this process or set of questions until the client brightened up, had a big realization and noticed some major new level of responsibility or creation of the condition.



It could be to a much higher willingness to work for the resolution of the condition and a true statement of its non usefulness as a solution any more.

The client in this actually true example went from the bottom of the vibrational scale at apathy, through various grades of resistance into fear, anger boredom and, finally, action.

NOTES:

Another Psychological Reversal (PR) process is:

1. What solution could PR be to you?
2. What problems could it appear to solve?
3. Entertain another solution to that problem

You run the following cyclical process: 1-6, 1- 6, 1-6, and so on, until the real problem the PR is a solution gets very real and the client goes release.

1. “What is the problem PR is trying to solve?”
2. “What are the various intentions or forces in the problem?”
3. “If the problem dis-created how might the PR change?”
4. “If the problem dis-created how might not the PR change?”
5. “Name the various elements of the problem. Is there any communication you want to make to people or things in that problem?”
6. “Is there an earlier in time problem like this one that your PR could be trying to solve?”

You are going down a problem’s solution thread to the primal or core problem. The client will have to at least think twice, or many times, before kicking in PR after examining the full consequences of an unhandled core problem of long duration.

Endless tapping is really endless PR!



Part III - How HRV Biofeedback sessions work

Biofeedback reads the client's subconscious mind

There are two types of sessions--One type the client just wants to know the truth about a subject and does not desire any work on it

This type of client may also get his palm read, astrology chart done, psychic reading, and tarot reading, etc. They might also seek the advice of a consultant, councilor, therapist, coach, witch doctor or such.

Here is a method for taking a question and discerning which decision statement is more harmonious, coherent, vital and fulfilling. Measure with HRV the client's response to each of the following statements.

Both the yes and no statements.

Here is a method for taking a question and discerning which decision statement is more harmonious, coherent, vital and fulfilling. Measure with HRV the client's response to each of the following statements.

Both the yes and no statements.

Q "Should I marry Brenda?"--turn it into a statement—
"I want to marry Brenda"
"I don't want to marry Brenda"

Q: "Should I move to Maui?"
"I want to move to Maui"
"I don't want to move to Maui"

Q: "Should I take up surfing?"
"I want to take up surfing"
"I don't want to take up surfing"

Q: "Would lecturing be a good career for me?"
"I see myself having a good career lecturing"
"I don't see myself having a good career lecturing"

Q: "Should I start my own business selling shoes?"
"I feel good about starting my own business selling shoes"
"I don't feel good starting my own business selling shoes"

Which side of the equation did the client go coherent on? There is your answer. If no coherence reading, ask the client what is the real issue here? Or how else should we be stating this dilemma? What are you thinking about this question? Is there a better sentence statement to describe this condition? Restate your problem, please.

When a client/patient wants to know something, it means that they want to get to the bottom of something.

You might be wondering how this is accomplished. Have the client ask a question or make a statement and indicate if his heart resonates to the answer.

Example--client wants to know if he should marry Brenda and says he feels uneasy about making that choice. Ask them to tell you about it and indicate or flag each true/coherent statement as it is voiced.

You can also make a list of the possible true statements of this condition or question. Ask the client to read and repeat each one several times to make sure it reactivates what is there below the surface.

Make a statement list and ask the client “what are the possible true statements here?”

“I should marry Brenda”

“I shouldn’t marry Brenda”

“I want to marry Brenda”

“I don’t want to marry Brenda”

“I have to marry Brenda”

“I don’t have to marry Brenda”

“Brenda expects me to marry her”

“Brenda doesn’t expect me to marry her”

“Someone else wants me to marry Brenda”

“Marrying Brenda will make me happy”

“Marrying Brenda will make me successful”

“Marrying Brenda will make me unhappy”

“Marrying Brenda will make me sick”

“Marrying Brenda is the right thing to do”

“I feel forced to marry Brenda”

“Brenda is a great woman”

Which statement or statements did they go coherent on? If none, then the right answer is not on the list. You could also then ask the client what additional answers could there be?

I have a mind for research and therefore statistics. The average client let us say, talks for about 5 minutes about a particular problem, upset, situation, feeling, troublesome decision, etc. Every 2 minutes they probably mention one coherence issue out of many other incoherent ones.

I watch the HRV monitor for each coherent reading issue and how long the coherence lasts. In 10 minutes I have a pattern of 5 issues and their relative seniority. If I get a really good coherence read, and it is stable and long lasting, I can take it up at once if I wish. Sometimes I wait until I can see the Gestalt, or over-all pattern.

The first issue to take up is the one that is the most coherent, and lasting the longest time, in its coherent state. Chances are, the first most coherent issue taken up from that list will get you deep into the core of that question, issue or statement.

You will find that they are not perusing the most coherent part of their dream. They maybe got side tracked and went down the wrong direction somewhere along the line. Just feeding back the coherent statements re-directs their attention to where their passion is. This correct indication reinstates purpose and passion.

If a client says “I love my wife” and goes coherent, that means that is true and a release for him. Why? Because the statement is presumed positive or a “this is okay with me” statement. If a client says “I hate my wife” and goes coherent it means that he is engaged in a lower level emotion, called hate, and that is the truth for him. It is presumed that it is not okay for him--as hate is a NME word. People generally don't wish to hate someone that they are intimately, or at least once intimately, connected to.

If you are in doubt, you could always ask, “is it okay for you to hate your wife?”

If he says “yes,” and is coherent, move on. Or explore his answer with another question.

If he says “no,” and is coherent, then you have landed a big fish. You have found incongruence. Process this issue with him, in whatever your style, until he is coherent on a new realization, SUDS (Subjective Units of Distress—a scale of 1-10 where you measure the intensity of the uncomfortable feelings; the higher the number, the more

distress level) to zero, or positive outcome.

Presumed positive statements:

“I love my wife”

“I enjoy my job”

“It usually turns out okay”

“If I just believed in myself...”

“I knew that all along”

“If I forgive, then I can forget”

“When I rush, I ruin things”

“Only I know what is best for me”

Presumed negative statements:

“I hate my wife”

“I dislike my job”

“It usually turns out bad”

“I just do not want to believe in myself...”

“I never know what to expect”

“I can't forgive or forget”

“I will always rush and then I ruin things”

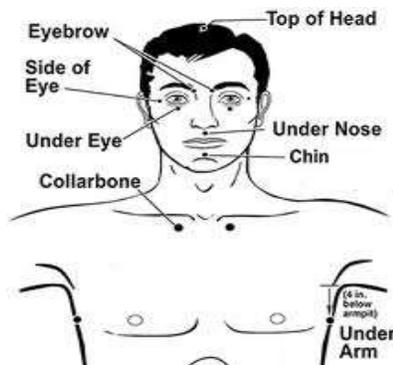
“I don't know what is best for me”

The Second type of session is where the client wants to know the truth and release the barrier to the desired result.

The first is just a job of assessment and indication or feedback and the second calls for assessment and Energy Psychology/Biofeedback.

Emotional Freedom (EFT) Accupoint Meridian Tapping Technologies

There are a lot of great beginning books on TFT and EFT so I do not wish to cover the same well harvested ground. I will say just as an overview that both practices use



finger tapping on these or similar meridian points while the subject tunes in to and verbalizes the stressful issue in many different forms. Compared to conventional psychology which I have received as a patient for 9 years and studied for a lifetime, it is indeed a breakthrough.

It is such a breakthrough in fact that it further opens the door to even greater breakthroughs than before. This is a testament to its simplicity, flexibility and ease of application.

The accupoints involved in the basic EFT Tapping Procedure are listed above. You begin with a subject that is causing you discomfort, and while stating the issue give it a number on the SUDS scale, beginning with 1 as the least discomfort and 10 being the most discomfort.

- Begin tapping on the outer soft side of the left side of left hand (karate chop point or gamut point) with the karate chop point of the right hand. Tap at least five times while stating the issue and a making a verbal statement such as, “Although I am upset (angry, suffering, etc.) over _____, I totally love and accept myself anyway.”
- After 5 taps, move on to tap with the left or right hand on the eyebrow point shown above, the side of the eye, then under the eye, then under the nose, on the chin point then collarbone and under the arm. Finish by tapping on the top of the head.
- Continue the tapping until the issue has dropped to at least a 2 or 3 in severity. If new issues emerge while you are tapping on one issue, when you are finished the sequence and have reduced the discomfort to a 2 or 3 SUDS level, go on to the new issue. Continue the tapping on issues until you feel you have done enough for one session. These are the bare essentials of the tapping process. Doing a search on EFT Tapping Techniques on the internet will provide you with a wealth of information and free videos to watch where the tapping techniques will be presented and you can tap along.

iBliss Apps make meridian tapping unnecessary. Because these Apps are energetically charged, you can play them through your computer and tap on the screen as you verbalize the issue, and the apps will give you the same releases as tapping on the body’s accupoint meridian points do. The next section will again discuss them. Try them and see!

NOTES:

Part IV - Energy Meridian Touch/Tapping Technology

iBliss Touch/Tapping

I am about to show you how to use **Advanced Energy Remedies** in your tapping work. They run faster and deeper than standard EP work. I have encoded Energy Apps with clockwise spinning White Light Horizontal Energy that dis-creates Counter Clockwise Vertical client statements. (See my earlier books for more detail)

I have a free App on the www.coherentcoachinginstitute.com website that looks like this:



iBliss Touch/Tapping App

I invite you to try it. Just touch the app with all of the fingertips of your left or input hand while simultaneously doing standard EFT type wording statements, or any such process, on the computer screen while running the App.



The author touching an iBliss App to release Negative Mental Energy (NME)

Instead of tapping the standard meridian accupoint system, touch the screen, which has the White Light coding embedded in the audio and video signals. Get your SUDS level before and after and evaluate the difference.

If you want to, keep on accupoint touching while running the App, and do standard EFT or such. Get your SUDS (Subjective Units of Distress) level before and after and evaluate the difference. The App outputs a good 10 ft. field around your computer.

For an even deeper effect, place all of the fingers of your left hand on the screen and accupoint tap with the right hand.

The burst energy of the App taps for you on the Accupoints of the fingertips of your left and just like in the original EFT/TFT long form process.

The App remedies will also enter your energy body through your left or input hand. It will clear all stress that you address.

Try this test. If you are having trouble with a person, place or thing repetitively say the name of it many times while all of your left hand fingertips are resting on the computer screen while running the iBliss App.

Notice your vibration becoming more vital meaning shifting to a higher vibration the more you say the issue name or statement. It clears as you say it. The Energy Remedies in the App are clearing your statement each time you repeat it.

After some repetitive clearing it should release. If it does not release you have PR on it.

Spot any reason you might wish to keep it solid and say that repetitively. If you have re-created the PR statement accurately you will notice both clearing or you may need to go back to the original person, place or thing issue and say it repetitively until it clears now that you got the PR off.

If not, you have a more advanced case of PR and it would benefit you to tell yourself in some honest self talk why the condition might be desirable at some level. At least talk about in depth with fingers in place channeling the Energy Remedies into your subtle body.

By continually running the APP even while not performing EFT, EP or iBliss Tapping, your field is being cleared. This is general energy field clearing. If you desire something in particular to be cleared, it must be addressed and taken to task.

Run this App while performing any therapy or spiritual practice. It will assist you in getting to the bottom of your thread, down to core issues.

You might try imagining with creative visualization while keeping your left hand fingertips on the screen what life would look like without your issue.

You might visualize and even say out loud that you are the source of this condition and no one is to blame. You fight forgive any and all people involved including yourself.

If you meet the Energy Remedies half way the remedies will often do the rest. The Life Force needs to know you are committed to this Vision Quest.

The Life Force helps those that help themselves. The Life Force will not work against your intention. It only works with it. It is your word that has put it there and it is your word that takes it away.

Say the word and be free!

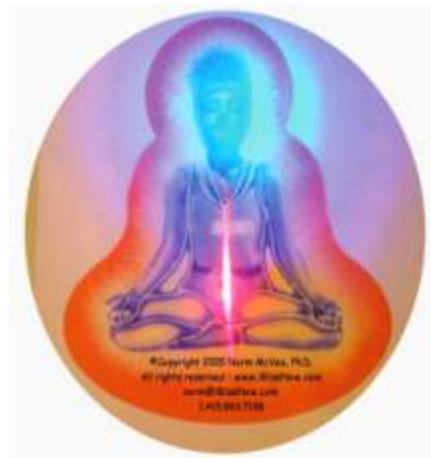
APP Touch/Tapping--Energy Psychology Software For The Mind

The following energy circuit or App is designed to be touched on with all of the fingertips of your left--or input hand--simultaneously. You can sample the quality of energy remedies in this App also by placing your left palm against the APP image and see if you notice a shift in your energy field. It can take a few minutes. Touching the App speeds it up.

If you practice EFT, you can place the palm of your left hand on the App and tap with the fingers of your right hand the EFT meridian accupoints as usual. Notice if you find the process running faster and deeper. When you App Tap, tap at whatever speed you feel comfortable. Tap lightly. As you get into more stressful issues and incidents, you can speed up your tapping.

You are sending energy remedies through your left or input hand into your bodies' energy field. This process of iBliss touch and tapping, as you focus on the unwanted issue, clears self limiting belief systems, unwanted emotions, troublesome attitudes, and uncomfortable psychophysical feelings of all kinds. Many report a clean, clear and spacious "altered state" after releasing many issues and incidents. It is like hitting the delete key on your computer. As they say with EFT--try it on everything.

iBliss Touch/Tap App--Touch the App below to release stress with all of the fingertips of your left hand simultaneously until release.

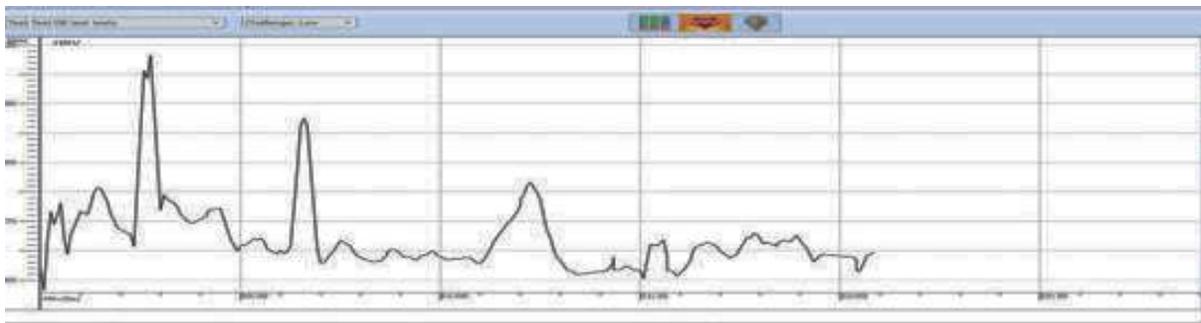


iBliss Tapping And HRV Long Distance Sessions

“What if most of your work is phone sessions?” Do you need a 5,000 mile long ear electrode wire? Do you need to Skype it? Do you need to learn remote viewing?

None of the above. What you can do is attach the HRV Monitor ear clip to *your own ear*. What you are now doing is working towards giving phone sessions while in the coherent zone, meaning a heartfelt, intuitive release state.

As you start to work this phone HRV process, do nothing different when you start using the HRV Bio-monitor. Do not change what you do—just witness or be observant of HRV readings.



You will notice after awhile that sometimes you are coherent and sometimes not. What is the difference in your mental state? Which of your attitudes create coherence and which create flight or fight? How do you feel different right before you go coherent? Where in your body do you feel it? As you answer these questions, you will start to turn into your own inner vision or second sight as to what your body cues foretell your personal coherent state.

Notice that when you are really on and vital, asking the best questions, deeply listening, deeply feeling, your HRV monitor shows a green light and the strip chart recording of your heart's field is showing a smooth sine wave readout and you are in the state of coherence. Each person has a specific energy phenomena, or energy tells, that shows up when they are about to go coherent. Without the aid of biofeedback, these intuitive signals or internal cues or tells tend to go unnoticed.

You may also continue the iBliss tapping—again by placing your left hand on the iBliss energy app on the computer, and tapping, at the same time that you are using the HRV monitor. This gives the very best results possible to the session work with clients. At the same time you are releasing your own similar issues. This is a paid healing for the coach!

Summary

As mentioned in the Coherent Coaching book, **to become a 100 times more effective coach, your cues are asking for nurturing and acknowledgement.** In pursuit of this goal, HRV biofeedback is very easy to use, and it clearly illuminates when you are on and when not and all the shades of gray in between. After you have practiced with this high quality, Biomonitors feedback for awhile, you will notice that even when you are not wired up you can often tell when you are coherent and when not.

The more you utilize the HRV system, the more you will know the quality of answers you get. You will learn which “answers” to pay attention to and which to discard.

You will be able to delineate high quality answers (HRV coherence, Sympathetic Nervous System (SNS) vs. low quality, noisy SNS reactions. Whether you are a writer, gambler, therapist, coach, artist, or in most any trade or occupation, you will find that the best decisions, judgments, evaluations, guesses, calls, plans, and creativity all come about when your heart is singing coherently.

Your heart sings in the coherent state. That burst of exhilaration and clear thinking, that deep listening, that meta-vision, all come about at your highest level of heart coherence. Coherence is not an altered state, so to speak.

It occurs when you're nervous system and your heart are communicating relaxation and clarity to your brain. It is the rhythm of well being; your heart is practicing behavioral flexibility. Your heart is the largest magnetic system in your body. When it is making coherent signals to your brain, your ANS is in healing mode.

It is like flooding your energy field with thousands of vital positive words that generate a smooth, silky, even keel, grounding flow throughout your entire body. Talk about positive grounding.

When you utilize this advanced Biofeedback system, in combination with TFT, EFT and other forms of EP, you can quickly discover and release (assumptions, false values, excuses, blames, fixed behaviors, faulty conclusions, etc.) what keeps you in flight or fight reaction.

This section's purpose is to encourage you to employ HRV with your phone work. It is also really a suggestion for using HRV in many of your activities--sales, client management, job interviews, talking with your kids, financial planning, balancing your check book, planning a vacation, dealing with uncomfortable phone calls, etc.

Not every situation is easy to import HRV into, but most are, especially phone work of all kinds!

COHERENCE IS BEING TURNED ON!

When you are really “loaded for bear”, is when you have an iBliss App flashing on your computer, or iPad, iPhone, iPod screen, and you are holding all of the fingers of your left hand on the screen, and you are wired up to HRV at the same time. **You now have, in my opinion, the most advanced levels of Biofeedback and EP.**

This is self processing, or self talk at its finest. Start to self talk or grouse about what is bothering you, or limiting you, or holding you back. Notice how coherent it is. Observe the feedback. Now assume that in some way you are the cause of this situation, and say so out loud.

Make the unmakeable statement - the statement you were afraid to make, were too psychologically reversed to be conscious of, and by making it will answer and resolve a lot of questions that you have in your life.

If you have assumed responsibility and told the truth accurately, your HRV readings will now be more coherent. You can tap on the APP or App Tap or Tap App, just hold your left hand fingers steady touching the App screen. While keeping your fingers on the App screen, say the usual TFT or EFT verbal protocol out loud as you would ordinarily do with this EFT/TFT work. You can also keep your left hand fingers on the screen and do EFT or TFT tapping with the usual EFT recipe or TFT algorithm with your right hand.

The more you train and practice any of these modes, the more intuitive the coach and the more coherent you will become.

When starting a session with yourself or another, I suggest wiring yourself up and doing coherent breathing (equal count in and equal count out, without holding your breath) until you get a coherent green light display, and then for a few minutes more to release any NME that is in your space. Notice in your energy field what feelings are present when you are in coherence and out of coherence.

That good spacious, coherent feeling you will feel is possible all of the time when you couple EP and HRV Biofeedback.

Level 1—

After 40 years of training practitioners, including psychiatrists, psychologists, coaches, counselors, therapists, teachers, voice coaches, financial planners, sales people and researchers of many kinds, etc., I have come up with a simple, time tested procedure. It is called do nothing! At first do nothing!

Following the instructions enclosed with the monitor, wire up the client/patient/subject to the HRV (ear clip sensor) and be just the first step--be the witness or observer. Take no action! Change nothing! Business as usual!



Do not in any way change anything you do!

Do not rely on the HRV monitor for even 1 second! Be yourself and do as you usually do. I suggest you only watch and pay attention to the monitor, and subject, and think nothing about what it all means. Just witness and mentally note each graph change or HRV read as the client does the usual.

The only data to keep in mind is that the HRV biofeedback instrument, like GSR Biofeedback and Computer Voice Analysis, reads on the client's level of personal truth--his reality.

It does not measure actuality or objective truth, but subjective truth/subjective reality or lack thereof. **When you see a coherent, smooth flowing, sine wave resembling a rolling hill or hills the client is in touch with his or her truth. When you see jagged, irregular, nervous looking wave forms, the client is out of touch with his personal or real truth.**

Just notice this and do nothing. After some hours of just doing your regular behavioral work, you will notice that just before the client goes coherent (rolling hills like wave form), you may feel it somewhere in your body.

You will also notice the client indicators, or tells, as the client goes coherent, and when he or she does not. In other words, you are getting biofeedback signals (an always-always feedback reading) that you will learn to correlate and integrate with client tells and your own body signals.

You gradually will become more sensitive and intuitive to client tells. The more you witness the HRV system, the more sensitive you become to the biofeedback indicators as you just silently note psychological change or movement. Soon you will know beforehand (precognition) when the client is about to go coherent by speaking his/her buried truth--the unmake-able statement.

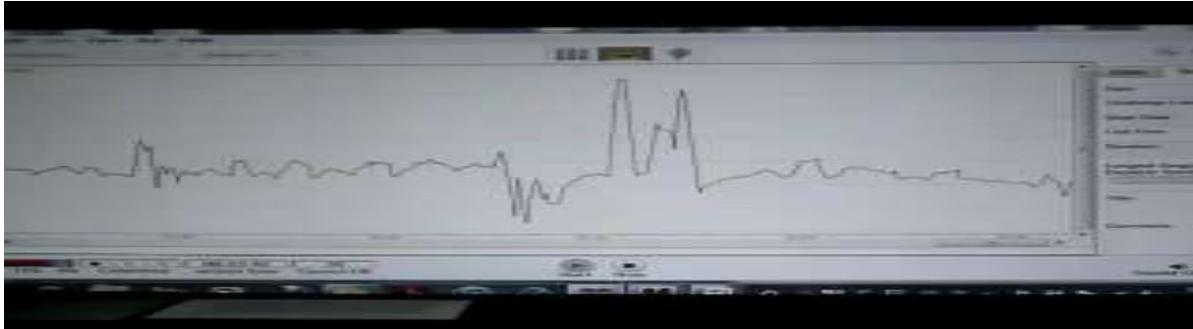
You will see it. Hear it and feel it.

This will take some time, but most people can do this over time--with little or no training. **Just, at first, do not act on any biofeedback reads.**

Allow the process to deepen until you feel in sync with the client and biofeedback equipment's voice.

Level 2—

The next observation to integrate is when you notice a big spike on the graph. This means the client has hit an area of NME or Sympathetic Nervous System dominance. These issues can be explored by guiding the subject into them, if appropriate, in your work.



(Note--The above HRV readout shows the two big vertical spikes in the middle of the HRV graph. These spikes indicate instant SNS stress, and whatever the client said at the time should be taken up as a Tell leading to a core issue).

Level 3—

The next level of mastery is to observe when the client gets the green coherent light, and if the statement voiced by the client is a positive release type statement or a negative limited type statement. Observe if it is release like “I will never let myself get in to that kind of situation again because I now know better” or a negative type statement like “I guess I will never be in love again, and that’s terrible”. Both are true for the client, the first indicates to call that process, procedure, etc., complete and move on, and the second argues to process this negative reading issue to completion, or release.

Both are real to the client and are his/her personal truth or fixed, unacknowledged belief. The first is a cognition with a brighten up, the second is a reading issue ready for some deep work. If you do not have the benefit of Biofeedback, simply eyeing the client will show you if they are at the top or bottom of the Scale of Vibration.

Cause, responsibility, and accountability are at the top of the scale; effect, failure, blame and victim are at the bottom. Biofeedback just confirms this, and helps you train and fine tune your sensitivity.

Level 4—

When working with a client in most therapies or styles of coaching, you will want to take a client's negative or self-deprecating, coherent issues and clear them to release.

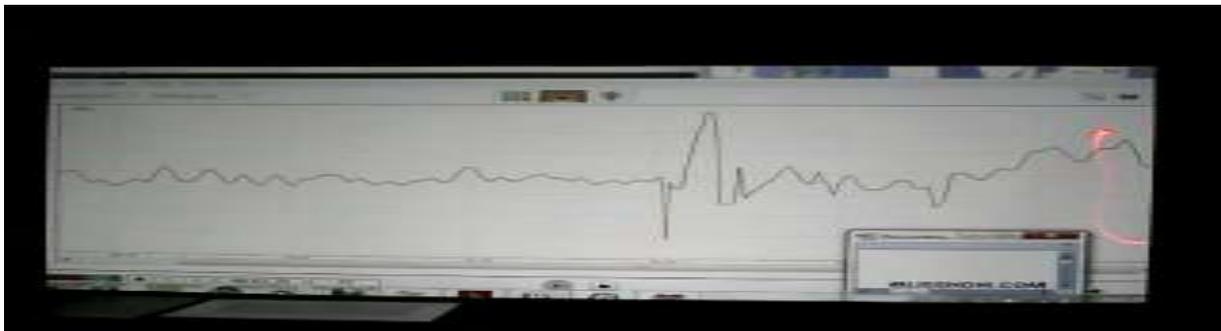
After processing the issue for some time, the client will state something positive or life affirming about the subject and go coherent on it.

That is usually your release or completion point. If you want to check if you have a release, ask them to make a positive statement about the negative issue and check for read. If you have been processing the inability to get a job and you want to check for release, ask the client to state out loud, "I am free to get a good job." If you get a coherent read, then it is released.

Soon, you will learn to look at the Biofeedback graph and notice how, or to what degree, the client's statement is coherent by evaluating the sine wave-like quality of the graph. Is it more like rolling hills or more like jagged peaks?

Does it look nervous and agitated, or is it smooth and symmetrical, with more equal type proportions? Does it look more like a roller coaster or more like a bad haircut?

In the beginning, you will effort a little at this and second guess yourself, much the way beginning muscle testers or dowzers do. Soon it will just come to you, like it always does, but you will not fiddle with it. You will have given up denial, guessing and self-depreciation.



(Note-- the above HRV readout shows rather rolling hills type graph moving from left to right until client hits area of stress and vertical spike reads occur. This new, now- reading subject will produce higher gains. If you had asked a client to repeat out loud, "I am free to talk with my boss without major stress," and you got a read like this, know that the statement is plainly false! If the client repeated that same statement, and the read was like the earlier far left, rolling hills like then the statement is true.)

Level 5—

The next step is, you will get good with asking the client questions and viewing Bio-monitor reads for each. The client wants to resolve fear of driving. You ask, “When did that begin?” The client says, “last week,” but there is no coherent or truth telling read. Ask the client, “Has something like this ever happened before?”

The client starts to deny it, but, as he speaks, you get a big read or spike. You ask “What Was That?” (but not too loudly!) The client responds that he fell off a bike once. You ask, “Could this earlier bike incident be causing some of this driving problem?” You get a coherent read. You now know to take up the earlier incident as it was when the trauma and fear started.

Now, there may still be an earlier same type incident on the thread to the bike fall. You can ask for an earlier incident. If the client says “no”, and the video strip chart shows a fair amount of coherence, then focus on the release of the bike incident. If the client says “yes”, and you get a coherent read, then go for the earlier traumatic incident on the thread. Get the picture?

This methodology is explained and shown in-depth in my training films available on the coherentcoachinginstitute.com and pranahigh.com websites.

Level 6--

If you were a **Coherence Coach** (new field) or a Stress Analyst with my Stress Analysis Reports, my old job title, or such, you might work like the example I will give you. Some might call this process—ask your body--and some might call it finding your voice. Some of my earlier clients call it “putting all of your cards on the table.” Others call it “energy testing.”

A client wants to find out the truth about his troubled relationship with his mother. Who wouldn’t want to know this? You do not need to be a therapist here. You are simply coaching the client to find the truth; you are not psychoanalyzing.

The client states “I hate my mother.” If no coherence, you feedback to the client that this statement is not the deep truth about it--it just may seem like it is. Ask the client to re-state. Client, “I feel anger about my mother,” A little coherence reads here; indicate that that is not the bottom level truth, but there is some truth present. Ask him in what circumstances he feels anger towards his mother? Client replies, “When I lie to my mother and get caught.” Momentary Coherence! Indicate to the client that this is the most real statement so far regarding his relationship to his mother.

Ask the client to please restate and become more specific. “I find my mother boring.” No coherence.

Restate-- “My mother makes me mad.” No coherence. Coach—“Try restating it.”
“When I lie to my mother, I feel angry at me.” More Coherence. Note--when the client makes another person the cause of his/her condition (blame) he/she gets no coherence.

When they take responsibility and admit their own creation of the condition—bingo-- coherence, brighten up, realization and release.

Final issue, coherently worded, “I get angry at myself when I lie to my mother because I catch myself feeling I am wrong. When I stand up for my truth I don’t feel second best, I feel honest and pure and strong”. The client, on this actual example, went coherent for about 3 minutes on this one (green light). Next session we worked on tail enders and the coherence lasted longer.

Method 1- List Assessment

This method is taking up a prepared list of questions or issues and asking each one of the client, while muscle testing, checking Biofeedback reads or checking client interest. List assessment is particular valuable when you have a number of stressful subject lists, one for each area of possible client NME or possible trauma. You might have a prepared list for Communication, Personal Efficiency, Study, Relationships, Job/Work, etc. Each list might have 50 questions or issues represented.

The client says he/she is having trouble communicating to a boss, spouse, parent, employee, client, etc. You take up the Communication List and ask him/her to say each issue out loud and check for HRV read, client interest, or muscle test for each issue.

Using prepared lists can be very valuable when the client knows that he/she is having trouble communicating, but has no idea why, and can’t talk about it. Prepared lists are great when your client is not the chatty type, but when they recognize one or more of their stressful behaviors on the list, and the HRV Bio-monitor shows coherence--you have a hook into the subject.

In this book, I have included in this Manual several time tested, Prepared Issue Lists. I caution people about developing their own lists if they are not trained in this technology, as I have seen some badly worded student lists over many years. The wording needs to be carefully thought through.

I offer advance training in this method of coaching, as proper list coaching requires more than written words to demonstrate it. I just wanted to let you know that Method 1 list assessment exists, and to show you a few sample lists. If you choose to work with prepared lists, then these lists will do the job nicely. Issue Assessment can be valuable when you know how and when to use it.

This HRV Biofeedback procedure is like contagious muscle testing without taxing the client or consultant. It is also objective rather than subjective. You can learn more about the subconscious of the client in the shortest time when you employ Biofeedback.

After an hour, let us say, the example client is successfully stringing together a series of previously unknown truths about his/her relationship with his mother. Make a first coherent sentence and then a whole coherent paragraph that replaces the now discharged, previously unreal story, which was a string of ¼ truths and assumptions, perhaps and “apparently’s.”

Truth replaces fiction. Truth is the highest stable data. Negative truth is better than glorious fiction. You are deleting myth experience.

After a few sessions, the client is so much closer to the truth. A few true words replace a whole negative story line. It gets simpler and simpler and simpler.

Wrong indications fall away. Dependence on other people’s evaluations and advice and good ideas shift to what is deeply so for the client. The question--what makes your heart sing is answered. This is true self knowledge leading to wisdom once acted upon, tuned and tweaked. This is also called “know how” when practiced!

Finding the truth is an inside job and your body never lies!

Your work in this manner becomes, in my opinion, particularly powerful when you combine it with, EFT, TFT or iBliss tapping. This is the fastest route to a complete core clearing. Knowing before you go, takes the guess work out of your work.

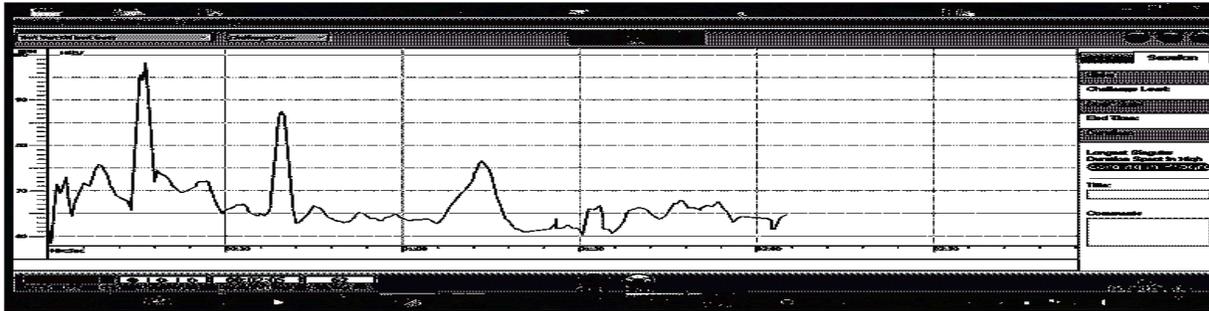
What if you and the client knew the truth of it, each and every moment, of a previously complex and distorted issue? How valuable would your work be then?

Your simple feedback technique of telling the client that their stated belief is coherent or non-coherent, true or false, is the purest and most powerful Oracle I have ever known.

The client wants to know the truth about every main area of his or her life. It is your overall job, I am surmising, to help them find it--without evaluating for them or putting in your own ideas and interpretations.

All you are doing here is reading their body’s field and their heart never lies.

Their own subconscious reactions and your perception of their body’s tells, are the only clues you really need. They tell the whole story. All you need to do is ask appropriate questions, and you will know instantly if they elicit coherent responses from the client.



(The above HRV chart, reading it from left to right shows a stress reaction on the left, and then iBliss App Tapping, bringing coherence to a hot issue, on the right)

If you see the unlimited possibilities with this work, like I do, then buy a monitor from us and start performing Level 1 Biofeedback Coaching, by silently observing, just as I have outlined. This is a longer road to mastery, but if time doesn't matter, then this road will get you there at some distant point.

If you desire to master this work quickly, with minimum wrong turns, then buy a monitor from us, go to my website and listen to the free audios on biofeedback mastery. There are also free videos there so that you can hear the coach/client dialog, and at the same time see the HRV reads as they occur in real time during that session.

These two books can only tell and teach you so much; the rest must be shown and demonstrated. What does an HRV Biofeedback device look like? What does a sine wave look like? Is the graph readout hard to follow? Visuals on my site will give you pictures on this subject that are worth more than thousands of words.

If you want to fast track it, go to my website, listen and view all that is available as free offerings. Order an HRV device from us, and also order my video training packages where I can take you through many of my sessions on a read by read basis, showing you exactly how to interpret the HRV graphs. I have recorded many hours of my delivering EP/HRV sessions to various clients. I tackle many different types of issues on many different subjects.

I also show you many advanced processes that you can use to release client reading issues. I also demo many various questioning styles in deducing client core issues. These video sessions are a great confidence booster as they show you how, on a step by step basis, to access client core issues. I also pause the sessions often to explain why I am doing what I am doing and how HRV reads serve as valuable guidelines.

I use the cursor to show you specific reads and their significance. After viewing these videos a few times, many uncertainties will release and simplicity and coherence will start to manifest.



(The above HRV chart shows from left to right client's non stressful reactions to the coach's questions, until mid chart and the subject of commitment comes up. After some tapping, the chart shows relief and release (coherence).

The video camera, during these training films, is most often on the HRV monitor and on the cursor, so that you can see how each client statement reads. Soon, after rewatching these training films again and again, you will see many of the ways that the HRV device is offering you direction and guidance on many levels. It is like what a GPS is doing for driving--the HRV is for illuminating and navigating the subconscious. It is carrying on an in-depth conversation with your deep, intuitive self.

When you master this Biofeedback Assisted Introspection and its associated technology, you can be 100 times more effective coach, consultant, therapist, psychologist, healer, etc., you are now. Clients will pay attention to your words more when they know that it is from their own body that the words originate. Your indications will be a 100 times more accurate!

You are monitoring, with an HRV Bio-monitor, the variability in their heart's capacitance to spot and indicate and resonate with their deeper truth. After teaching Biofeedback and Psychotronic process for 40 years to thousands of practitioners, now is the time when the equipment has become the most efficient, affordable, compact, reliable, and easy to work with.

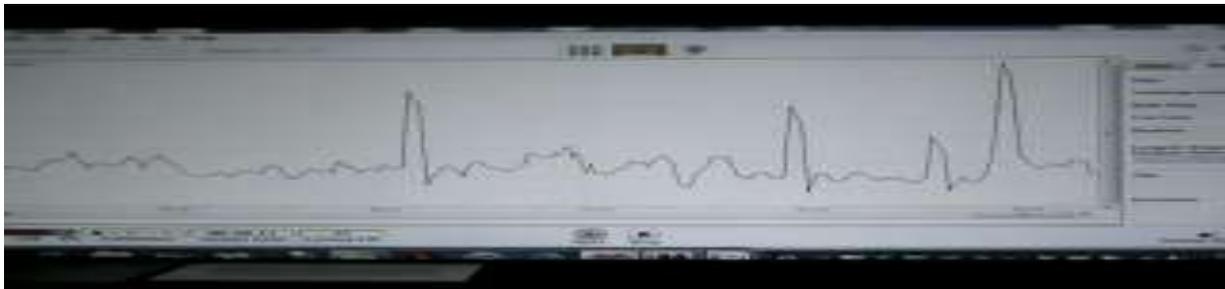
Now is also the time that the market place really wants transformation and is willing to value it and pay for it. EFT and EP are the fastest expanding personal growth technology I have ever witnessed. Over 300,000 people registered for the 2011 Global EFT Summit web cast! You can safely bet that almost 300,000 of them know nothing of Heart Rate Variability Biofeedback, the biggest Energy Psychology breakthrough since the subject itself!

You quickly can learn how to efficiently take the guess work out of the personal growth process. When you master this work, observers will be mind blown when they see you demo these techniques.

It will look so easy. When I used to give demos, most everyone went out on their own, without my insistence or suggestion, and bought an HRV unit. Then almost everyone wanted to return it for a refund. They said it did not work for them like it did for me. One practitioner said it made her sessions look bad.

The truth is that it takes some intense training to quickly and stably become skillfully operative.

I will be offering further training for those who have purchased my video session packages. Once you know the basics, the more advanced work is just an add on!



(In the above HRV Biofeedback chart, notice the 4 large SNS spikes on this chart. Each is a SNS (fight or flight instant read) as the client mentions 4 stressful issues regarding a subject she would like to make coherent. Taking up each spiked statement will lead to deep core issues. Without this measurement and feedback, these valuable red flags would have probably gone unnoticed)

NOTES:

Part V - Personal Biofeedback Training with Dr. Norm McVea



If you see what I see about this subject and associated technology, then you will want to take some personal training with me.

I offer it for those that have ordered my training films and done their due diligence in learning and knowing the basics. I offer in-depth training on all the aspects of the technology covered in this book, and on the audios and videos at my and others sites.

In the past, I offered training through a University for Master's and Ph.D. degrees in Biofeedback Therapy featuring GSR and Computer Voice Analysis. That program ended up being 125 hours on video--after editing! I am also now, for the first time, offering the three training manuals from these Coaches' Trainings: ***Coaching Goal Dynamics***, ***Coaching Release Dynamics*** and ***Coaching Self Inquiry***.

These materials trained some of the finest Biofeedback specialists and Personal Coaches that I have known. To graduate, they had to deliver top notch sessions to me! One student, to receive top billing, gave me 2,000 hours of sessions on every imaginable process and technique I offered. Thank you, George!

In today's EP and HRV markets, I offer a one weekend workshop, with hands on training. I also offer a six weekend intensive training program, complete with many styles of HRV processing, and am designing a Coherent Coaching certification program.

Students learn to give and receive high quality EP and Biofeedback sessions under my management. We feature a big screen HD video projector, so that all students can view the HRV monitor on a 6 ft large screen. We discuss various HRV reads and client tells. I will train you in the most successful process for getting off PR. There is also group EP processing, where I select various processes based on group interest and issues.

Practitioners who have mastered this technology can be worth up to \$500 per session hour!

When you demo HRV to prospective clients, as I did earlier with GSR and CVA, I was booked up 6 months in advance, and most of my clients wanted training in Biofeedback self coaching and in applying Biofeedback to their practices and businesses.

The Bio-monitors were primitive, complicated and expensive compared to what I offer today. I trained the top trainers and seminar leaders in these technologies and billed myself as having the top human potential leaders as clients and friends. The technology sells itself when you get out of the way.

I would like to invite you to visit the site at www.coherentcoachinginstitute.com or www.pranahigh.com.

I have coherent coaching books and manuals on these sites, and also video clips demonstrating some of my sessions employing HRV and its associated techniques.

Video Program 1--Downloadable Coaching Training Videos featuring Heart Rate Variability Biofeedback Monitor Training—



Dr. McVea demonstrates the use of the HeartMath personal portable HRV device along with an iBliss Tap App and various other Psychotronic Devices he has invented.



Heart Coherence signals the release of a stressful issue

Heart Rate Variability is a breakthrough biofeedback technology that has been overlooked, for the most part, in EFT and Energy Psychology. These videos show the use of a HRV monitor in Coaching Energy Psychology. This instructional video demonstrates the HRV monitor, heart coherence, Negative Mental Energy and useful coaching communication procedures.



Dr. McVea begins a session using the small Bio-meter

- Checking client or patient hydration on the HRV monitor
- Testing with the HRV for Psychological Reversal in general and on any subject, issue, person, place or thing
- Creating meaningful questions to dig out issues and check for stress level and access
- How to use HRV to tell when a process is complete or coherent,
- Which issues will bring the greatest release
- How to use the HRV monitor in place of muscle testing
- How to use prepared assessment lists
- How to check the stability of the release
- How to use coherent breathing in therapy to release core issues
- How telling the truth causes heart coherence, how falsity causes stress
- Client session tells
- Tapping on iBliss Energy Apps to release issues
- When to end the session

\$267. for the Training Program

Video Program 2 - Downloadable Training Videos--

- Releasing a persistent Psychological Reversal with a repetitive tapping process
- Real time biofeedback readouts--finding core issues
- Relaxation response--Coherent breathing as a release tool
- Activate your body's natural relaxation response
- Steering the client by instant SNS and PSN measurement
- Choosing a direction based upon client coherent statements
- Gaining self knowledge from the subconscious
- Telling your truth at the core level
- Delivering a parking lot session, Biofeedback EP on the fly
- Assessment –Prepared assessment lists and how to use them
- Checking client questions for coherence or truth factor using HRV
- Knowing by HRV chart when to call a process complete
- iBliss App Tapping--using vital energy to bring stressful issues to coherence
- Asking coherent questions so that you don't buy the surface answer

\$267. for the training program

Which HRV instrument is best for your needs?

I have purposely kept away from endorsing any brand name here. I am in communication with many manufacturers, and many soon to come on the scene models. I predict a Biofeedback/EP explosion in the next short period of time. I suggest that at the time of ordering to contact me for an update of what is currently the best Bio-monitor for your needs.

Of all the HRV devices I have worked with, I generally prefer the HeartMath brand. That may change later, but for right now most of my research has been employing their brand and their technicians have been most helpful. They also have a lot of heart about what they are doing and are not just profit motivated; they are heart centered and generous. Call us for updates in our research.

HRV Biofeedback Monitors I have worked with and currently favor--

We have been testing many types of Biofeedback monitors at our Research Institute for quite some time. Presently we recommend the HeartMath HRV systems. They offer two models, EmWave mobile, a small portable unit, the size of a cell phone and an HRV software program for a laptop or desk top computer.



The mobile portable system is currently **\$199** and the other, a clinical grade system is a software program for PC or MAC for **\$249**. By ordering through us at www.coherentcoachinginstitute.com you will receive **a free 1 hour audio HRV/Energy Psychology training program--as a bonus.**

I will be developing more extensive Energy Psychology HRV coaches' training programs in the future.

I will do all I can to support your learning the iBliss/HRV process technology to access core issues, as it is essential for achieving outstanding results in the field of Energy Psychology.

My earlier coaching books, Energy Apps, video training films and HRV monitors makes the leading edge Energy Psychology training package, allowing you the very latest in high-tech breakthroughs.

If you have any questions, call me at **415-883-7198** or 415-726-3031 when I am travelling.

Included at the end of the Manual is an Appendix which will give you more information.

GLOSSARY OF COHERENT COACHING™ TERMS

Aberration – wandering from a chosen straight line that leads to a goal

Additives – additions over the basic coaching formula

Affinity - a co-existence and degree of closeness of two things or people in the same space.

Affirmations – positive statements installing positive suggestions in the mind

Applied Kinesiology – muscle testing; testing the body’s reaction to the truth and or falsity of a statement; testing whether a substance strengthens or weakens the body

Authenticity - realness, saneness, coherence, okayness

Autonomic Nervous System – (ANS) controls functions in the body that normally occur mostly involuntary, automatically or unconsciously; the meta-electrical management system of the body

Biofeedback – the measurement of body parameters in their reaction to stress and feeding this information back to the subject; Biofeedback instrumentation indicates a release when one re-creates, consciously, a previously suppressed truth

Biofeedback device - a body-monitoring device which measures and records psycho-physiological impulses and signals

Brighten up – indicates the release of negative mental energy (NME) and the body’s positive response to that release and relief

Case – the client’s story or life history from a traumatic standpoint

Chi Energy – life force energy

Client confront – a client willingness to face and view their issues

Coaching - you or someone else asking you all of the questions you should have asked yourself, but didn’t, and then getting right answers to them; asking the unaskable question and making the unmakeable statement—the results of which are goal achievement and well being

Coaching deviation – failure to get a question answered in a session

Coherence - a logical, orderly consistency of parts

Coherent Breathing – cyclical breathing of equal breath counts in and out, causing stress release in itself and by itself

Coherent Coaching – Use of a Biofeedback, HRV monitor to measure the heart's coherence in developing techniques, analyzing stress in the subconscious, and locating core issues

Communication - particles or impulses flowing back and forth between the sender and receiver

Confront – to be there with or face up to or willingness to view issues

Confusion - random factors flowing around in misalignment

Correction Indications – right or truthful answers

CVA – Computer Voice Analysis; the measurement of micro-muscle tremor in the human voice to determine the presence or absence of stress; micro muscle tremor (MMT) reveals heartbeat and respiration changes in the human voice; reveals tell-tale heartbeat and respiration changes that are stress indicative; developed by Dr. McVea and his father in 1974 to perform telephonic voice stress analysis

Dis-create – reversing the creation cycle; release of negative mental energy patterns

Distinctions - distinguishing truth from lies

EFT – Emotional Freedom Accupoint Finger Tapping Techniques

Energy Coaching – Personal and business coaching that brings the heart into coherence; the use of energy remedies to release negative mental energy (NME)

Energy Medicine – the use of energy remedies for healing

Fixed Condition PR – an unchanging disability where there is a emotional payoff and secondary gain for its fixed persistence

Fixed Datum - a fact, or so-called assumed or cherished beliefs

Gain – psychological movement or personal growth; decrease in SUDS level

GSR – Galvanic Skin Response; the change in skin resistance brought about by the introduction and release of stress; can be used somewhat similarly to the HRV Biofeedback device; it is a closer to real time reading feedback loop than HRV

HRV Biofeedback – The use of a HRV monitor to measure the heart's coherence; can be used to assess psychological stress patterns and determine the release of core issues

HRV – Heart Rate Variability; measures the variability changes between heartbeats that indicates Autonomic nervous system interplay between Sympathetic and Parasympathic nervous systems; measures the interplay between Sympathetic nervous system (stress indicative) and Parasympathetic (healing indicative)

iBliss Energy Remedies – energetic, quantum fields from Sacred Geometry that release negative mental energy (NME)

Inauthenticity – unrealness, irrationality, NME; ongoing incoherent responses held in place by Psychological Reversal

Indicators (client) - those groups of reactions or responses that the client displays when he/she is being addressed during the session or when he/she is talking.

Invalidate – to make less of or depreciate

Life Energy Amplifiers – devices that clear negative mental energy (NME) and amplify vitality or life force

Life Force – the Unified Field of Consciousness

Micro Muscle Tremor (MMT) - faint muscular tremor that reveals heartbeat and respiration changes in the human voice and is stress and release indicative

Mis-advice – mistaken advice

Muscle testing – commonly referred to term for Kinesiology

Negative Stress - negative mental energy; accumulated psychological strain, tension or discomfort resulting from past or present unpleasant experiences

NME - negative mental energy patterns; also energy that exists in the vertical plane of

energy; a harmful or detrimental form of energy; it measures the same as EMF and ELF – harmful electrical fields emanating from electronic devices

Overrunning - accumulating resistance and upset by going over and over something after it is already resolved

Ozonated – super oxygenated

Parasympathetic Nervous System – (PNS) the primary healing nerve in the body, the vagus nerve, mediates the activity of "rest and renew", relax, release and heal

PSA – a voice analysis Bio-monitor that measures body parameters analyzing stress to determine the truthfulness or falsity of a Polygrapher's test question

Payoffs--all of the services and benefits that beliefs, attitudes, experience, etc. apparently perform

PSE - the Psychological Stress Evaluator; uses voice stress analysis to determine a degree of truth of subject (voice analysis polygraph)

Prompt or prompters – facilitating statements or questions whose purpose is keeping the client on track and on subject

Psychotronics - the use of energy generating devices that have a releasing effect on negative mental energy (NME)

Psychological Reversal—or "PR"-- a condition where there is client counter--or opposing intention--or reversed intention, that keeps the current unwanted condition in place rather than moving forward to let it go.

Radionics – action-at-a distance energy clearing using a Radionic instrument by a Radionics practitioner

Rapport – establishing affinity, reality and communication (ARC) with a client

Reactivate/Reactivation – what happens in life not "by choice" surfacing in a coaching session, using the conscious intention of the coach to replay the suppressed, subconscious, negative mental energy of the client

Read – an indication on a Biofeedback device that is stress and release indicative

Reality - agreement upon what is real; one's personal experience

Releasing – getting the SUDS—or Subjective Units of Distress —measure of discomfort or stress levels from 1 to 10; one being the least distress and 10 being the most distress

Repetitive Process or **repetitive question(s)** or **cyclical process** - asking a question(s) many times until you get to the core of the issue being processed

Responsibility - authorship

SAR – Stress Analysis Report

Scale of Vibration – a scale of the vitality of energetics (emotions, attitudes and behavioral patterns) ranging from the lower levels of distress to the higher levels of well-being

Secondary gain - rewards; often called payoffs

Sine wave – coherent, non-jagged reading of the HRV bio-monitor indicating maximum heart health and Para Sympathetic healing

Stack or Stacking – accumulation of similar traumatic incidents on a thread starting from a core issue

Stable datum – fixed belief that is assumed to be true, but may not be, whose purpose is to make sense of an area of confusion; beliefs that accumulate into belief systems obscuring the truth in a given area

SUDS scale - Subjective Units of Distress—a scale of 1-10 where you measure the intensity of the uncomfortable feelings; the higher the number, the more distress

Sympathetic Nervous System – (SNS) your "fight or flight" or stress response system that is stuck on much of the time in people's lives resulting in adrenal fatigue

Sympathetic Dominance – the fight or flight reaction

Tail-enders - "yes, but" statements and reservations that tend to cancel the release of the earlier issue; all negative tail-enders and core issues need to be released to regain full ability regarding the issue being addressed

Tells or Tell Tales – indicators of the client's thoughts, actions, deeds, mental images, and emotional states as you're asking questions and getting answers

TFT – Thought Field Therapy Accupoint Tapping Techniques as developed by Dr. Roger Callahan, Ph.D.

Unstacking - digging and releasing the thread of incidents leading to the core incident

Up Mood – A client rising on the Scale of Vibrations

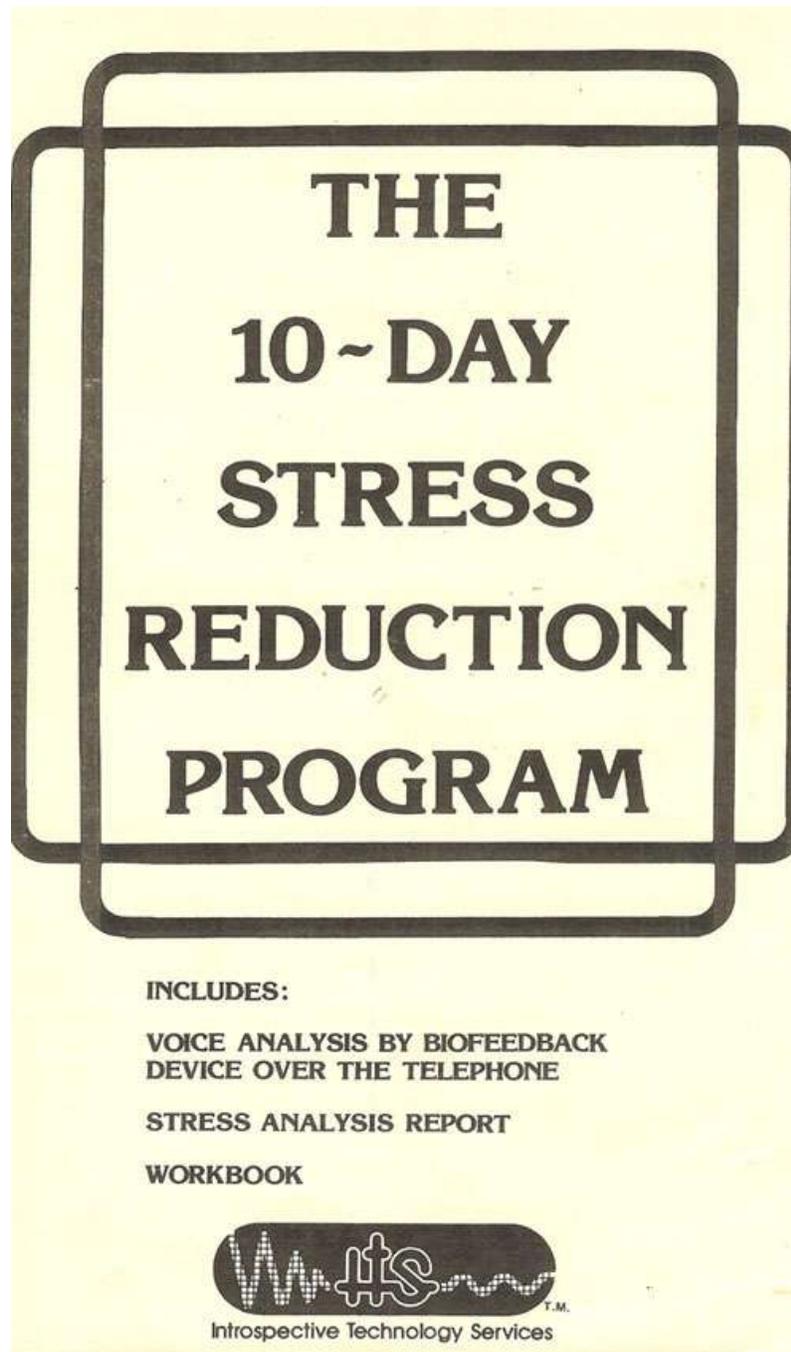
Vertical Energy - incoherent energy patterns emanating from electronic devices often called EMF/ELF; vertical energy is always present in stressful patternings; it is not present in coherent responses; horizontal energy is present in stress-free, high vitality coherent responses; horizontal energy is present during Para-Sympathetic healing

Voice - the sounds or utterances produced by the vocal organs.

Withhold – a withheld communication

APPENDIX –

In this appendix I have included a copy of my 10 day Stress Reduction Program, Stress Analysis Report and a Behavioral Questionnaire Assessment for background information.





**Become an
active participant
in the reduction of
your own stress.**



How to reduce stress

I have made a fantastic technical breakthrough that I want to share with you. Your active participation will take about 5 minutes of your time, costs only \$25.00 as an introductory offer, and is completely self-administered at your own convenience.

Now it is possible for you to accurately determine with computer precision exactly what you can do to achieve greater personal freedom. Introspective Technology Services (ITS) offers you a practical, scientific method of stress reduction that will assist you in producing the positive changes you desire in your life.

Your voice can be analyzed by computer over the telephone to uncover exactly those unconscious attitudes, behavioral patterns and conditioned responses which negatively influence your actions and are holding you back from greater self-expansion.

Your first step is to obtain reliable information which you can apply to attain your desires. One phone call can give you a whole new view of yourself. ITS is looking forward to your call.

Norman C. McVea, Ph.D.

INTROSPECTIVE TECHNOLOGY SERVICES

Where to begin:

Each of us is striving for a more fulfilling, stress-reduced life. We all want to attain our ideal lifestyle and reach a harmonious balance of creativity, productivity and freedom.

As we experience daily living, we are/continually faced with internal and external barriers to a more satisfying existence. Encountering these barriers produces stress. How well we handle this stress is a measure of our capacity to adapt and flow with life. Some of these barriers have been created over years of conditioning and are hidden from the conscious mind. They are there, never-the-less, influencing our thoughts, feelings, and even our successes. How can we uncover these barriers within each of us in order to deal with them more effectively?

Introspective Technology Services has developed an original and revolutionary approach to the understanding of personal limitations. It is called Voice Stress Analysis. Its result is stress reduction.

The first step is to clearly identify those unconscious barriers that exist within us -a problem well defined is a problem half solved. Voice Stress Analysis enables you to determine specifically what you can do to reduce stress and thereby develop a more positive self-image and generate a fully satisfying lifestyle.

Voice Stress Analysis: A scientific method of stress reduction

Voice Stress Analysis is the science of examining the human voice with the purpose of discovering the sources of unwanted personal conditions. In order for these voice characteristics to be detected, specialized instrumentation is necessary. The Computer Voice Analyzer, based on professional biofeedback principles and advanced electronics technology, was developed to make it feasible for everyone to discover their hidden sources of conflict.

Our Computer Voice Analyzer detects measures and displays the intensity of mental stress present in any vocal utterance. It does this by measuring minute changes in the voice pattern (micro-muscle tremor) which result from voice frequency variations.

Voice Stress Analysis is not like anything else: no canned forecasts, blanket generalities or astrological-type formats. Precision electronics are used exclusively to locate and identify your most significant traits, as revealed by your own stress patterns.

The computer is not biased, partial, or prone to human error. Therefore, your Stress Analysis Report is an accurate representation of your stress-producing behavioral patterns, as reflected in your voice. The very act of discovering the nature of the stress and what is causing it can transform your outlook. This increased objectivity allows you to drop counter-productive actions. Each Stress Analysis Report offers sensible procedures to resolve the causes of stressful conditions. This direct feedback enables you to become an active participant in the resolution of your own stress.

What you do with this knowledge is, of course, up to you. Only you can produce change in your life. The purpose of this service is to provide you with data from your own body, free from human error, opinion, evaluation, or interpretation, concerning what you do in your life to bring stress upon yourself.

A new look at yourself is only a phone call away!

ITS and you

Voice Stress Analysis is now available to you simply by using your telephone. All you do is call up, answer the questionnaire, mail it in with \$25.00, and then look forward to the arrival of your Stress Analysis Report by mail.

Here is Your Questionnaire. Follow the instructions as outlined. Our automatic recording system operates 24 hours a day, 7 days a week for your convenience, and we offer a money-back guarantee on all services.

ITS Basic Questionnaire

Name _____

Address _____

City _____ State _____ Zip _____

Phones () _____ Date _____

Email address _____

ANSWER ALL THE FOLLOWING QUESTIONS BY CIRCLING "YES" OR "NO"

- | | | |
|---|-----|----|
| A. I like the color blue..... | Yes | No |
| B. I like the color green..... | Yes | No |
| 1. I get even with people..... | Yes | No |
| 2. I neglect to complete things that I start..... | Yes | No |
| 3. I reject others' points of view..... | Yes | No |
| 4. I lack a sense of humor..... | Yes | No |
| 5. I pretend to know more than I do..... | Yes | No |
| 6. I boast about things to "build myself up"..... | Yes | No |
| 7. I am often conning others..... | Yes | No |
| 8. I am unimaginative..... | Yes | No |
| 9. I reject others' affection..... | Yes | No |
| 10. I rarely express gratitude or give compliments..... | Yes | No |
| 11. I reject others' help..... | Yes | No |
| 12. I break agreements..... | Yes | No |
| 13. I exaggerate..... | Yes | No |
| 14. I pretend to agree when I really don't..... | Yes | No |
| 15. I omit important facts when I speak..... | Yes | No |
| 16. I have unrealistic expectations..... | Yes | No |

17. I spend a lot of time griping.....	Yes	No
18. I often invalidate myself.....	Yes	No
19. I am argumentative.....	Yes	No
20. I am sneaky.....	Yes	No
21. I make promises that I know I can't keep.....	Yes	No
22. I am unsupportive of others' goals.....	Yes	No
23. I am overpowering.....	Yes	No
24. I am overly possessive of others.....	Yes	No
25. I take compliments poorly.....	Yes	No
26. I am compulsively helpful.....	Yes	No
27. I am purposely vague.....	Yes	No
28. I am bossy.....	Yes	No
29. I am fault finding.....	Yes	No
30. I fail to acknowledge others for their contributions.....	Yes	No
31. I have ideas that I don't dare disclose.....	Yes	No
32. I "play" victim.....	Yes	No
33. I act without first predicting the outcome.....	Yes	No
34. I talk about people behind their backs.....	Yes	No
35. I fail to state my goals clearly.....	Yes	No
36. I am often inflexible.....	Yes	No
37. I treat others as objects.....	Yes	No
38. I don't express my anger towards others.....	Yes	No
39. I am cold.....	Yes	No
40. I threaten people to keep them in line.....	Yes	No
41. I am rude.....	Yes	No
42. I make excuses.....	Yes	No

43. I am striving for someone else's goal.....	Yes	No
44. I am unmotivated.....	Yes	No
45. I am undisciplined.....	Yes	No
46. I force my beliefs on others.....	Yes	No
47. I let others run over me.....	Yes	No
48. I am impatient.....	Yes	No
49. I am unfriendly.....	Yes	No
50. I am selfish.....	Yes	No
C. I like the color orange.....	Yes	No
D. I like the color brown.....	Yes	No

Now you are ready to phone in your questionnaire responses. The sequence for calling in your responses is as follows:

- A. Place your call from a location SECURED from distraction and noise.
- B. Dial (415) 921-3876 (direct computer line) and listen to the recorded instructions.
- C. State your name, phone number and full mailing address. Next, read aloud clearly and distinctly each item A through D (letter/number, question and your "Yes" or "No" response). Maintain an even volume throughout. Make sure not to run any of it together.

SAMPLE PATTTER:

"A." -"I like the color blue." -(PAUSE) -"Yes" -(PAUSE). "B." -"I like the color green." -(PAUSE) -"Yes" - (PAUSE). "Number one." -"I get even with people." -(PAUSE) -"No" - (PAUSE) -etc.

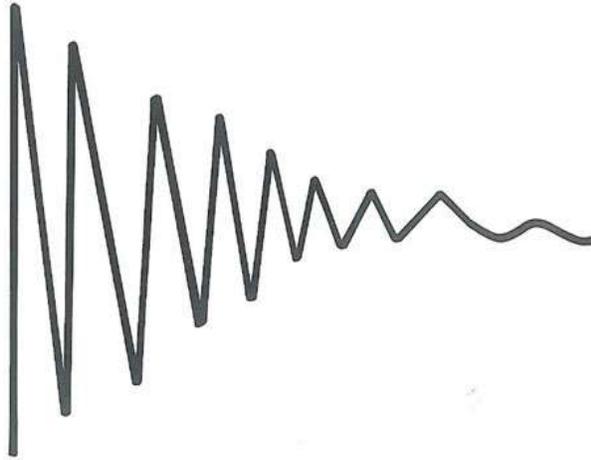
- D. Once the list is completed, you may hang up. Mail your completed Questionnaire and check or money order for \$25.00 to ITS. Your Stress Analysis Report will arrive shortly by mail. All information submitted to ITS will be held in complete confidence.

THANK YOU!

\$35.00each

—

Stress Analysis Report



Introspective Technology Services

2172 GREEN STREET
SAN FRANCISCO, CA. 94123
(415) 921-3875

STRESS ANALYSIS REPORT - This basic assessment (we suggest you do this one first) covers the main stress-producing aspects of life: the way you present yourself to others, the way you relate to others, the way you really see yourself. The Stress Analysis Report locates which of your attitudes and actions are not working optimally and what alternatives you may choose. The end result is reduced stress and a more positive self-image. Introductory Offer \$25.00

Subjects for Stress Analysis

LOVE ASSESSMENT - Zero in on the stressful attitudes that are causing upsets in your relationships. Recognizing the stress points that were previously unknown allows you to deal with them more effectively, and this increases your ability to have and handle loving relationships.

SEX ASSESSMENT - Find out what aspects of sexuality and sexual relationships are making you vulnerable to stress. Once you identify these stressful issues, you are able to have more choice and satisfaction in your experience of sex.

MONEY ASSESSMENT - If you are interested in having more money or managing better what you already have, then this is for you. The Money Assessment uncovers the limitations and barriers that are holding you back from having and enjoying greater financial energy. Identify which of your actions in relation to money are producing stress for you.

POWER ASSESSMENT - Voice Stress Analysis identifies the ways you have denied or limited your power. The result of reduced stress on this subject is increased confidence and willingness to take responsibility.

COMMUNICATION ASSESSMENT - Communication is a skill that can be developed once you understand the laws that govern it. With the aid of the Communication Assessment, you examine the ways you have impeded the full development of your communication skills. As your communication improves, you find that people are more willing to communicate freely with you.

PERSONAL INTEGRITY ASSESSMENT - This assessment aids in narrowing the gap between what you say and what you do. As that gap narrows, you experience more contentment and harmony within yourself. Knowing that you can trust yourself leads to increased certainty and self-esteem.

JOB/WORK ASSESSMENT - Put the play back in work. You can experience greater satisfaction and sense of accomplishment from what you do once you identify the exact blocks that are inhibiting your progress. Find out what diverts your attention and keeps you from doing your best.

STUDY ASSESSMENT - You can learn and retain information much more efficiently than you are now. Identify the hidden beliefs, attitudes and study conditions that are slowing your learning.

BODY ASSESSMENT - By examining your beliefs and actions concerning your body, you can get more in touch with your ideal body and see clearly what self-imposed barriers stand in the way of your having it. Recognize how **you are contributing to your body's stress and tension.**

PERSONAL EFFICIENCY ASSESSMENT - This reveals the areas in which you're wasting valuable time and energy. Your effectiveness and successes depend upon your productivity. Finding out how stress is limiting your efficiency enables you to reevaluate your priorities so that you can operate at maximum efficiency.

SPECIAL ARRANGEMENT ASSESSMENTS - For that special subject you would like to explore that is not included in the above list, you can create your own assessment and have it analyzed by the Computer Voice Analyzer. The cost of custom-made assessments is \$50.00. Call or write ITS for further information on how to compose your list.

PERSONAL CONSULTATIONS - ITS also offers personal stress reduction consultations with highly-trained professionals for those individuals who want to explore and resolve their subjects of stress on a more intensive basis. These consultations use the Computer Voice Analyzer as a diagnostic tool.

STRESS REDUCTION WORKSHOP - Become a more active participant in the reduction of your own stress. Learn to deal with your own and others' stress more effectively. You learn basic stress-reduction techniques which can be incorporated into your daily living.

Your Stress Analysis Report

You are about to take a more objective look at what is causing stress in your life and how to reduce it. It has long been recognized and accepted that what we don't know about ourselves can affect us adversely. We often operate on unconscious patterns of behavior. It is these unknown or unconscious patterns which produce stress.

In order to deal with something, one must first know what it is. The problem most of us are faced with is how we change these stress-producing patterns if they are unconscious or unknown to us. We feel as though we are trying to fight an invisible opponent.

STRESS IS PRESENT ONLY WHEN SOMETHING IS UNKNOWN

We are all familiar with what stress feels like; but we are not usually aware of what causes it or, consequently, how to deal with it. Stress is negative mental energy, tension or strain that occurs when the way you view yourself (your self-image) is in opposition to your own actions. When you experience this kind of conflict, the energy that could be directed toward your goals is instead blocked. Your attention becomes consumed by the effort to rationalize, minimize or ignore the disparity between what should be and what is.

Some people ignore the problems caused by stress, while others attempt to wish them away. Those who endeavor to understand stressful conditions are in the best position to change them.

The function of Voice Stress Analysis is to make known to you the patterns, attitudes, or issues in your life which are the most stress-producing for you. The Computer Voice Analyzer is a biofeedback device which measures changes in vocal cord vibrations when a person experiences stress, no matter how subtle. Thus Voice Stress Analysis locates exactly what is causing stress in your life. It may be a brand new discovery, or it may be refocusing on something you were only vaguely aware of before.

Stress reduction starts when you accurately identify the issues that are stressful. It accelerates when you apply this understanding as a guide to action. Once you recognize your points of stress, you develop a more realistic self-image. Just the act of identifying these points tends to diminish confusion and reduce stress, since you now know where to focus your attention to produce results. And what to do to produce results becomes clearer, since you now know what you are trying to change.

What you do with this knowledge is of course up to you. Only you can produce change in your life. The purpose of this service is to provide you with data from your own body, free from human error, opinion, evaluation, or interpretation, concerning what you do in your life to bring stress upon yourself.

Recently your voice was analyzed for stress. The results of your Voice Stress Analysis are contained in your Stress Analysis Report.

While Reading your stress Analysis Report

Your stressful issues are listed in order of intensity of stress, as measured by the computer Voice Analyzer. Any item you stressed on is one of special importance or significance for you. It indicates that you have excessive attention fixated on that area, to the exclusion of other possibilities. If you do not immediately recognize a given trait --say possessiveness -- in your own behavior, recall the times when someone acted possessive toward you. Your reactions to those situations may be producing stress for you. (You may notice that some of the very things you've accused other people of doing have now happened to show up as stressful items in your own behavior).

Or you may tend toward being possessive, but are holding this characteristic in check. That effort of suppressing, which requires considerable energy, results in stress. You can free that energy and reduce stress just by being more aware of your predisposition.

It will be valuable for you to pay close attention to the thoughts that come to mind as you study your Stress Analysis Report. Your mind can be very clever about keeping you from getting a good look at it, so be especially aware of any thoughts that might lead you to discredit the analysis without contemplation. Ask yourself: If that trait did apply to me, how would it apply?

Through honest introspection you can discover which of your own actions and reactions are rendering you vulnerable to stress.

Doing the stress reduction exercises

Each trait is accompanied by information, suggestions, questions to help you uncover your attitudes in this area, and a Stress Reduction Exercise (indicated by an *). You can benefit just by reading it, but you will obtain the best results if you actually turn the card over and make a list of answers to that question. Take anything that comes to mind as an answer to the question. By listing the answers until you come to a new realization, you uncover the hidden attitudes and emotions that are producing stress. You may be surprised at some of the morsels that have been lurking in your mental universe!

Your own view

Remember, your issues are located and defined according to how you see yourself in relation to them. If the traits listed as stressful are causing you some inner conflict, whether you are aware of it or not, the points of stress indicated on the enclosed cards are the ones your voice is telling you to examine more closely.

If you have stress on **MAKING EXCUSES**: you could increase your effectiveness by examining your tendency to rationalize. It's easy to get caught up in the excuses you make and end up believing them.

Every time you say "I did it because _____," you are attributing your determinism to the reason, whatever it is. Even if it's "I did it because I felt like it," that implies that the feelings are running the show while you are swept along for the ride.

Thus, justifying your actions actually backfires - you end by diminishing your power. Try not to use the word "because" for 24 hours, and see how it feels.

*My handiest and most-used justifications are:

If you have stress on **SELFISHNESS**: probably you were taught at an early age that it's bad to be selfish (share your toys, now) and far better from a moral standpoint to be altruistic. However, times have changed and you know it's important to be concerned with your own well-being. Trying to suppress or deny your own attitudes, emotions, or desires for someone else's benefit has the overtones of martyrdom, which is as unhealthy as it is counterproductive. Only you can decide the right balance between acting to benefit yourself and acting to benefit others.

Remember that integrity involves being wholly committed to your own well-being, while keeping compassion and understanding for others in mind.

*Things I enjoy doing for myself:

*Things I enjoy doing for others:

If you have stress on being **UNDISCIPLINED**: you see yourself as more erratic than you'd like to be in your personal discipline. You often waste large amounts of time and then become trapped in the crunch of a deadline. Many times you consider your will power sadly lacking and your schedule a disaster. You could benefit by reading *How to Get Control of Your Time and Your Life* by Alan Lakein.

Or your stress in this area may come from adhering to a rigid discipline you have imposed upon yourself against your natural inclination for more flexibility. Begin immediately by reviewing your attitudes and thoughts about discipline, followed by a strict (but practical) allocation of your time.

*List 20 reasons you shouldn't do anything about this:

If you have stress on being **UNFRIENDLY**, the idea you have of how friendly you could be is not being fully realized, and this is causing you some stress. You are afraid that occasionally you do things in a manner that alienates people from you. What is your most common attitude regarding others? The degree of friendliness you display is directly related to how interested you are in others.

What traits or behavioral patterns could you omit or incorporate to allow people to experience your friendliness more fully?

*If I were too friendly, I might lose control of:

If you have stress on being **IMPATIENT**, by your own standards, you have not been as patient as you should be. You tend to feel impatient with people, situations and even yourself. Your sense of time is probably rushed, and you may be anxious a good deal of the time. This is a trait to pay particular attention to if you are a parent, since impatience can lead you to be quick to criticize.

If you feel you have been too patient in some situations, this can be an indication that you were not in touch with your impatience or that you suppressed it.

Perhaps you try to cram too much into too short a time. If you find that you habitually want to get to the end without going through the middle, remember that the process is as important as the product. How you feel about what you're doing at the time you're doing it is what makes up the quality of your life.

*Things that wouldn't get done if I didn't hurry them along:

Introspective Technology Services™
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The following behavioral questionnaire/issue assessment is a sample of those which were created for a number of popular stressful subjects. You can assess each question with the client with HRV, GSR or other forms of biofeedback. You can also muscle test each.

Then send the specific questionnaire to the perspective client before the session and have them answer the 50 questions yes or no.

Then have them return it to you before the session. You now have a basic profile of stressful issues to address. Advanced training is available from iBliss Institute on biofeedback issue assessment.

All of the many Assessment Questionnaire lists are included in the Level Two Group Training Program.

ITS MONEY ASSESSMENT

ANSWER ALL THE FOLLOWING QUESTIONS
BY CIRCLING "YES" OR "NO"

Take the answer that first occurs to you; if in doubt, answer according to what applies to you most of the time.

- A. I like oranges YES NO
- B. I like apples YES NO
- 1. I never have enough money YES NO
- 2. I fail to evaluate my financial priorities YES NO
- 3. I am disorganized with money YES NO
- 4. I worry about money YES NO
- 5. I don't have specific financial goals YES NO
- 6. I use money to get attention YES NO
- 7. I have stolen things in the past YES NO
- 8. I take financial risks I can't afford YES NO
- 9. I spend money in order to feel better YES NO
- 10. I don't know how much my financial holdings amount to YES NO
- 11. I use money to control people YES NO
- 12. I don't get people to pay me back YES NO
- 13. I have a lot of old bills to pay YES NO
- 14. I fail to plan ahead YES NO
- 15. I don't keep track of what I spend my money on YES NO
- 16. I lack a program for saving money YES NO
- 17. I overspend in order to displease someone YES NO
- 18. I am stingy YES NO
- 19. I fail to distinguish between what I want and what I need YES NO
- 20. I'm afraid of being corrupted by money YES NO
- 21. I don't deserve to have a lot of money YES NO
- 22. I conceal how much money I have YES NO
- 23. I've failed to pay some debts YES NO
- 24. I boast about the price of things I buy YES NO
- 25. I borrow money unnecessarily YES NO
- 26. I am overly careful with my money YES NO
- 27. I use money for things that are against my moral code YES NO
- 28. I spend money I expect to have before I actually have it YES NO
- 29. I don't enjoy the money I do have YES NO

ITS MONEY ASSESSMENT

- 30. I hoard rather than save YES NO
- 31. I fail to investigate thoroughly before I invest YES NO
- 32. I spend money impulsively YES NO
- 33. Money is hard to come by YES NO
- 34. I have cheated people out of money YES NO
- 35. It's better to be spiritual than rich YES NO
- 36. I use money to impress people YES NO
- 37. I'm not getting what I'm worth YES NO
- 38. I'd go out of control if I had too much money YES NO
- 39. I overlook possible sources of income YES NO
- 40. I need more information about managing my money YES NO
- 41. Too many possessions can be a burden YES NO
- 42. If I had too much money, people wouldn't like me for myself YES NO
- 43. I've told lies about my income YES NO
- 44. Instead of repairing a possession, I buy a new one YES NO
- 45. I fail to purchase things I do need YES NO
- 46. Money is power, and I'd probably misuse it YES NO
- 47. I always have to have the latest model YES NO
- 48. You have to be a schemer to get rich YES NO
- 49. I neglect the maintenance of my possessions YES NO
- 50. I don't want to be too conspicuously wealthy YES NO
- C. I like bananas YES NO
- D. I like pears YES NO



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