

# ***Coaching* Release Dynamics**

***Releasing Self-limiting Beliefs***

***written by***

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# **Coaching Release Dynamics**

## **Table of Contents**

*About the Author*

*Acknowledgments*

*What is Coaching? - 1*

*What is the purpose of Coaching? - 1*

*Progressive mastery - 1*

*Knowing yourself beyond scripts and roles - 1*

*Your dreams are still alive! - 2*

*What does 'living our purpose' look like? - 3*

*Releasing devitalizing beliefs -3*

*Our unlimited potential -3*

*What is a belief? - 4*

*What is a belief system? - 4*

*The past does not exist - 4*

*The past is determined by the present - 5*

*What we believe, we continuously attempt to prove - 5*

*Our present is determined by what we believe it will be - 5*

*Our future is determined by what we believe it will be - 6*

*Our Beingness - 6*

*Where beliefs come from - 6*

*What we see in others is what we ourselves are - 7*

*Beliefs create reality - 7*

*How does a belief conclude, decide or resolve the past or future? - 7*

*Discover the magic of being yourself! - 8*

*Belief vs. experience - 8*

*What a fool believes - 9*

*Beliefs as false solutions - 9*

*What we "see" in belief, we acknowledge as real - 9*

*Beliefs are metaprograms - 10*

*Belief and intention - the difference - 10*

*Coaching is communication - 13*

*Open listening - 13*

*The essence of coaching is the energy exchange between coach and client - 14*

*The dynamics of rapport - 15*

*What a coaching session looks like - 16*

## Table of Contents - page 2

<i>Asking precise questions</i>	- 17
<i>Coaching mechanics</i>	- 18
<i>Did the client understand the question?</i>	- 20
<i>Creating a line of questioning that flows</i>	- 20
<i>Open communication</i>	- 21
<i>Focusing on communication</i>	- 22
<i>Client orientation</i>	- 22
<i>Client assessment</i>	- 23
<i>Mistakes</i>	- 23
<i>Understanding client communication</i>	- 24
<i>Premature acknowledgment</i>	- 24
<i>Increasing client well-being</i>	- 24
<i>Deep listening</i>	- 25
<i>Problems and incomplete communication</i>	- 26
<i>Completion and the heartfelt shift</i>	- 26
<i>Overworking</i>	- 27
<i>Underworking</i>	- 27
<i>The incremental approach</i>	- 27
<i>Veering</i>	- 27
<i>Confusion and the stable belief</i>	- 29
<i>Core beliefs</i>	- 29
<i>Open space</i>	- 30
<i>Building rapport</i>	- 30
<i>Asking appropriate questions and achieving end results</i>	- 31
<i>Completing communication</i>	- 33
<i>Prompting</i>	- 35
<i>Communication: some clarifications</i>	- 35
<i>Body language</i>	- 37
<i>The identifying process</i>	- 38
<i>A coach's presentation</i>	- 38
<i>Guiding client viewing</i>	- 38
<i>A belief will prove what is assumed</i>	- 39
<i>Guiding client release</i>	- 40
<i>Reducing client openness</i>	- 43
<i>The coach's stressful issues</i>	- 43
<i>Client depreciation</i>	- 44
<i>Coach's evaluation</i>	- 44

## **Table of Contents - page 3**

*Session administration - 45*  
*Dictionaries - 45*  
*The coach's responsibilities - 45*  
*Coaching guidelines - 46*  
*Forcing a client - 47*  
*End result interruptions - 48*  
*Starting a session with a vacant client - 48*  
*Laughing in session - 48*  
*Nervousness - 49*  
*Answer delays - 49*  
*Coaching transformative communication - 49*  
*Good coaching - What it really is - 49*  
*Objective coaching - 50*  
*Affirmative coaching - 51*  
*Example coaching session #1 - 52*  
*Example coaching session #2 - 54*  
*Example coaching session #3 - 55*

## ***Self Coaching Training Program***

*The first step in handling an unwanted condition is gaining the willingness to be open to it - 4*  
*Terminology and theory - 6*  
*Where to begin - 6*  
*What is clearing? - 6*  
*The mainline theory behind using release dynamics - 6*  
*The premise behind our work - 7*  
*What is coaching? -7*  
*The process of viewing - 8*  
*People are always self coaching - 8*  
*Major technology - 13*  
*Control structures - 15*  
*Number ones - 18*  
*Number twos - 18*  
*Number threes - 18*  
*Release Dynamics Coaching - 26*  
*Stress is caused by holding a view of yourself that is inconsistent with who you actually are - 27*

## Table of Contents - page 4

*False will - 29*

*Coaching as a transformational process - 30*

*Styles of coaching - 31*

*Creative visualization in coaching - 32*

*What should you expect from working with a release dynamics coach? - 34*

*Gradient of approach - 37*

*Client education - 38*

*Earlier similar - 39*

*Affirmation - 39*

*Scale of transformation - 40*

*Anchoring - 40*

*Role playing - 41*

*Altered states - 42*

*Visualizing coaching results - 46*

*Advanced communication technology - 48*

*Process talk - 52*

*Advanced coaching technology - 53*

*Conclusion - 64*

*Self Coaching programs - 65*

## **About the Author**

*Norman McVea, Ph.D* is a research psychologist, coach, trainer of coaches and author of *Coaching Goal Dynamics -TM*, *Coaching Release Dynamics -TM*, *Coaching Self-Inquiry -TM*. Over the last twenty-five years he has developed a multitude of processes, drills and exercise formats for coaching workshops and seminars. He has featured audio, video and workbook programs which use accompanying psychotronic and biofeedback instrumentation. Dr. McVea has presented numerous workshops and seminars in both business and personal management (*Goal Dynamics-TM*, *Management Dynamics-TM*) as well as in many arenas of the human potential field (psychotronics, healing, biofeedback clearing and *Computer Voice Analysis-TM*). His recent presentations and technical papers have included extensive research information on Oxygen Therapies and Self Inquiry, a spiritually based system of self-realization. Typically, Dr. McVea presents lectures and materials through such organizations as the US Psychotronics Association, numerous scientific gatherings, Mega Brain Workshops and the Whole Life Expo.

Coaching as a profession is expanding at a rapid rate. In its February 5, 1996 issue, Newsweek called coaching "a distinctly '90s profession." For years it has been referred to it as consulting, but the practices of coaching and consulting are virtually the same. Since the mid-1970s, Dr. McVea has personally trained over 200 coach/consultants and developed material and techniques which represent significant breakthroughs in the human potential field. His current work, *Coaching Release Dynamics* truly supports any individual's life expansion by releasing unwanted, self-limiting systems of belief so that true purposes and goals can be targeted and attained.

## **Acknowledgments**

The procedures in this workbook are based on the information and insights I gained from literally thousands of hours in business and personal consultations.

This work is the result of the unique contributions of hundreds of clients in five countries on three continents. Their needs and desires, their questions and the answers that emerged in our sessions, provided me with the basic data from which Release Dynamics was developed. My boundless gratitude extends to each of them.

Many others gave freely of their wisdom, their support and their special gifts of brilliance in the creation of this work. It is truly inspiring to experience the generosity and enthusiasm of the human spirit.

*Norman C. McVea*

## **What Is Coaching?**

Coaching involves learning, applying and ultimately teaching the principles of effective guidance. A trained Coach is proficient at addressing and solving an individual's life problems, big or small, so that specific, desirable goals can be targeted and realized. Coaches are able to quickly trouble shoot detractive issues in any area of a person's life, provide necessary guidance to both effectively alleviate the problem(s) and allow the individual to get on with the business of manifesting what is most important.

Coaching deals with our unworkable efforts, belief systems and the resultant 'failures' which block our goals attainment. Coaching helps us achieve our goals by getting to the roots of 'failure', releasing failed strategies and attempts, then re-establishing an effective pathway to reality creation. The true essence of coaching is a refamiliarization with the unlimited potential of the higher self.

## **What is The Purpose of Coaching?**

The purpose of coaching is to train an individual to connect with and use native intuition in problem solving and goals attainment! By undertaking *Coaching Release Dynamics*, you will learn to apply these teachings to your own life and the lives of others by working as a trained coach.

## **Progressive Mastery**

With progressive mastery, over a relatively short period of time, you can join others in the forefront of this very exciting field. Helping people to eliminate the ineffective efforts that inhibit or totally prevent them from manifesting what they really want.

## **Knowing Yourself Beyond Scripts and Roles**

Coaching is a process by which we (and our future clients) can learn to "know" ourselves beyond automatically assumed scripts and roles — beyond those 'safe' behavioral responses (mental constructs and assumptions) with which we have become associated, identified and eventually attached. Our assumed beliefs about ourselves, including our purposes and goals, are quite often untrue and unworkable. Nevertheless, these unexamined mental myths are stored in the subconscious, with some form of prior consent, just waiting to be automatically-employed. A couple of examples are "It is better to be safe than sorry" and "It takes hard work to succeed." When our lives are viewed or lived through these agreed-upon belief systems, it is tremendously difficult for us to a) establish a viable direction or b) see what is most important. The truth is,

our real dreams lie beyond the often-distorted perceptual filters of concept and belief. To some extent, we've each limited our potential through subconscious subscription to "past" fixed beliefs. Often times, we become attached to these erroneous beliefs because they are comfortable, certainly more comfortable than *seeing beyond* such assumptions or initiating needed change. Consequently, we perceive *and live* our lives based upon uncertain beliefs which we've accepted as personal law or reality (the way we believe our lives to be). In turn, these self-limiting beliefs can now exercise the same magnitude of influence on us as gravity itself. "There is no true justice in life." "Winter weather will make you ill." "My karma prevents me from being successful." "Rape victims asked for it." Once accepted such beliefs impose an influence upon us that may be difficult or impossible for us *to see*. The common denominator of any such self-imposed *blind spot* is blocked self-expression. If an individual adopts the belief that rape victims asked for what they got, he will probably be unable to show true compassion for such a victim. Such a character flaw will prevent this person from further examining himself, and to that degree inhibit his personal self-expansion.

On the other hand, beliefs which are known to us are easy to spot. Think of some beliefs you know you have such as, "If a person is sick, they brought it on themselves," or "If I'm not making a lot of money there is something wrong with me," or "Tell people only what they want to hear," or "Decent people work hard for a living." (an obvious consequence of which is overwork!) When we look upon a belief with our conscious awareness, it poses no threat. But what about a belief we don't know we have - one that is so familiar we simply agree that this belief is "just the way it is." We consider it reality, not a belief. "Never let people know you need them." or "You can't make it unless you are in a relationship." We will argue for the limitations of such beliefs even when there is no supportive evidence. "Nice guys finish last" is a good example of a conditioned belief! If we *buy into* any of these beliefs, our lives can develop some paralyzing limitations.

Another type of belief is the peak experience ("Stay silent and stay safe") that has become clouded over by concepts of limitation. Childhood dreams which were suppressed long ago tend to lie dormant. As adults these dreams are all but inaccessible until some major shift occurs and the dream is allowed to resurface. The good news is that dreams can be reinvigorated and brought back into focus. What was once masked beneath the concepts of limitation becomes or can become a realistic experience again.

### **Your Dreams are Still Alive!**

To experience life to its fullest possible potential, we need to appreciate our "true self" *and* have an insight to our "true purpose." Working toward complete self-expansion and fulfillment can only be done without the hindrance of false concepts or limiting beliefs. If we are not in touch

with our life's mission or quest, (or not taking active steps to experience it to some extent daily) then we are not fully living! Without the experience of our true unconditioned self and our true basic purpose, there is no *real* experience of life!

## **What Does Living Our Purpose Look Like?**

When we are "being" our true self, our purpose is expressed in the very fabric of our existence. When we are doing something we love to do, we can become so involved that the performing of it is its own reward. At its highest level, we sense a feeling of "oneness" as our love and involvement brings us into "the moment", the immediate consequence of which is that we are not straining toward the future nor being held back by the past. The fusion of our passion for our life purpose *with* an effective daily practice creates an ever-increasing vitality or aliveness. When our vitality is raised and the energetic space around our "work" becomes enlivened, other people become attracted to us *and* to our work. It is no great surprise that when we reach the point where we love ourselves and our work so much that we would do it for no other reason than the joy of it, that is very likely to be the time when we attract the greatest emotional and financial rewards.

## **Releasing Devitalizing Beliefs**

Coaching brings about of a direct experience of ourselves, and subsequently, the purposes and goals which spring from our intuitive core — the certain knowledge of who we are and what is true for us. Ask yourself (right now): Where am I most comfortable? In what circumstances do I flower? What activities bring me the greatest joy? What is the essence of my contribution to others? What is my real purpose? My innermost goals? My life's work? What is my real nature beyond my beliefs?

The answers to these questions — not answers in an informational sense, but answers that come from within, as insight or inspiration — are true self-knowledge. They are the cream of existence. To know them is to experience the path to freedom. Being unaware of the existence and influence of self-limiting beliefs *blocks our freedom* and prevents us from experiencing who we really are.

## **Our Potential is Unlimited**

This technology of *Coaching* Release Dynamics -™ is an opportunity to know ourselves - not as we imagine ourselves to be - but as we truly are. *Coaching* Release Dynamics -™ allows us to clear ourselves of unexamined beliefs and our limitation-filled strategies for goal attainment. *Coaching* Release Dynamics-™ techniques clear beliefs of any tendency they have to take us off

the course to our true path to satisfaction and wholeness. Taking our self-limiting control structures *off-line* disempowers their illusionary qualities, thereby creating freedom from unwanted beliefs that block our intuition. This is the domain of true self-to-self communication or self-talk — the domain of intuitive knowing. As stated in the opening, both the purpose and result of coaching is to help us get in touch with our intuitive selves.

### **What is a Belief?**

A belief is a construct which has been accepted as real or true without investigation or analysis. Verbalized or not, beliefs are *uninformed structures* represented by one or more of the following: an opinion, expectation, decision, conclusion, desire, idea, concept, supposition, etc. As a process definition, all beliefs are false. The common denominator of all beliefs? To take us out of the present moment. The believer is not conscious of the core of the belief, and so it remains as a representation of what has not been made thoroughly conscious. What is believed to be true remains unexperienced. The believer now pretends to "know" what he/she did not previously know because of an unwillingness to view the issue or subject thoroughly. Instead of discovering the truth, the believer takes uninvestigated supposition as factual. Believing is a substitute for direct knowing and serves as an obstacle to unbiased discovery.

What we believe we unconsciously attempt to prove, which is unfortunate because both our reality and future are determined by our beliefs.

### **What is a Belief System?**

A belief system is a interconnected web of beliefs which are often referred to as *control structures*. For the believer, these control structures generate an entire array of unreality. Part of their mechanism contains *command value* phrases which deny both the existence of the system and the selfhood of the true believer. Belief systems work overtime to give us "never enough of what we really don't want."

### **The Past Does Not Exist**

The past is an elaborate belief system which often times seems to exist in the present. Although it may have "existed" at one time, if we are being ourselves in the moment, the past does not now exist. If we are in touch with our own experience, we can make the present anything we wish.

## **The Past is Determined by the Present**

At first glance this statement may be difficult for us to comprehend, but it is nevertheless true. A person's past *seems to be* only what can be remembered. Of course, the total amount of material from the past is generally greater than what we are willing to remember, but what we can remember is what is true for us. What we can remember from our present viewpoint *is the past* in our present experience. However, the root causes of unhappiness seem to be found in what we are *not* willing to remember.

How we believe we feel in the present determines how we looks at things — including the past. If we're feeling antagonistic, we will look at things antagonistically, we'll treat people antagonistically, and we will look at the past with antagonism. We will also remember those incidents from the past which seem to have contributed to this antagonism. We will notice antagonistic perceptions from the past, and, in the present "now," we will be looking through antagonistic filters, placing antagonistic energies and mis-experience into the past, because of the belief that our past incidents are causing the current experience. This belief about the past keeps the *current time belief system* about antagonism *veiled*. Most of us would not think to look at the belief systems we have about our past; rather, we find ourselves looking at the past in general.

## **What We Believe, We Continuously Attempt to Prove**

If we believe in the theory of relativity, then we will be motivated to prove that relativity is true. If we believe that the mystics are right, we'll come up with numerous reasons why mysticism works. What we believe to be true about the present, we will attempt to substantiate by looking into the past. As a result, we will only see those things which verify our current condition (present beliefs). Why? Because we are doing the looking from a point of view, or perspective, of a core belief. The task is to get back in touch with one's *own* voice by letting go of "automatic ways of being" in order to accomplish something. After all, who is the Self who's aim is true?

## **Our Present is Determined by What We Believe It Will Be**

What we believe we will experience, we will experience, because that is what we believe we are creating. Not only that, others will help us bring about what we believe we are creating. People sense what we believe and tend to assist us in that manifestation. We influence people into becoming co-creators with us—co-conspirators! We will unconsciously solicit help! Strongly convicting beliefs often have a hypnotic effect on others. Often times people tend to go into agreement with the energy of the presentation rather than the actuality of the statement. Once again, in an attempt to prove what we believe, we will actually argue for specific unrealities.

## **Our Future is Determined by What We Believe It Will Be**

Our belief about the past is also true of the future. The future will be what we believe it will be. It cannot be otherwise. Our future *reality creation* is a sum total of our systems of belief which generally include purposes, goals, conclusions, expectations, etc. The reason we refer to belief systems as control structures is they control the ushering in of mechanical, uninspected patterns of being. Our past and future are what we believe they are, and likewise, our present is a result of what we believe. Ultimately, our true selves are always in the present, even if we believe we are not!

## **Our Beingness**

As stated earlier, we've created the assumed beingness (a persona with a belief system) which now runs aspects of our lives. If we look closely, we notice that we've adopted and used different types of beingness (personas) to deal with different parts of our lives. There may not be a great many of them, or, there might be more than we'd dare to imagine. (i.e. -a thug in business - a cheerleader at home - a wise guy in school) Sometimes our assumed personalities believe they are acting alone and are all one.

Current breakthroughs in psychology suggest that any unwanted condition can be traced back to the belief system which authored it. This can be valuable, but there are even more effective methods which will be described in greater detail in the following pages.

## **Where Beliefs Come From**

After one of our life's purposes appears to fail, (caused by our agreeing with another or others who we believe depreciate our efforts, overwhelm us, or appear to stop our progress) we then unconsciously take on *their* viewpoint of *our* purpose. Fleeing from the pain, confusion and de-stabilization of apparent failure, we escape into the identity of our antagonist(s). We blindly believe and acquiesce (give wrongful credence) to what we don't fully confront. We are actually agreeing with and identifying that part of another's persona which says we can't or won't succeed. By doing so we are assuming *their* point of view regarding us and our purpose. They appear right and we appear wrong. So, to better survive, (be right) after our purpose is squashed, we assume *their* role and its accompanying beliefs regarding *our* purposes.

This "identity assumption" phenomena of pain-avoidance and being-right-rather-than-wrong is called a *false identity* shift. The ability to assist a person in reassuming their own *true* identity

through personal coaching is a major breakthrough. Once achieved, a person can view life from his/her own point of view again. If our regained point of view still contains some perceptual filters, at least they are our own. If we are going to be stuck with a disorder, the best case scenario is to have it be our own and not someone else's. It is far easier to clean up when we know how we got off track in the first place.

It may seem a complex job to shift beliefs about the past because parts of the past appear to be created by a multiplicity of *opposing* belief systems. These numerous belief systems make up what we mistakenly call "I"! Yet, until they are aligned, those purposes, goals and desires are often a fragmented creation — actually a denial of self.

It is not necessary to process the past. We only need to re-view our basic beliefs, at which time past beliefs lose their power in the light of awareness.

### **What We See In Others Is What We Ourselves Are**

If we believe our present is influenced by the past, we will only look at beliefs concerning people and incidents which appear to have resulted in our present situation. We will not take responsibility for either our present time dilemmas *or* our assumed identity, let alone the truth about how we are presently determining our past. We will continue to look into the past for those things that substantiate, or seem to have caused the condition in the present. Thus, there is an avoidance of looking at what we are believing *now* that causes the illusion of the past to be made "real." Excessively delving into the graveyard of the past in search of realizations is an old trick of belief systems to avoid being detected and unplugged. When in doubt, look at what is going on now! It will save you a lot of time. [**Suggest 1 line to directly address the title**]

### **Beliefs Create Reality**

Animals often adapt their behavior to the beliefs people have about them. If a person thinks a dog is nice and friendly, the dog acts that way. If someone thinks a dog might be ferocious, they bark or growl and generally act like they "might" be ferocious. Animals are sensitive to the mental energy of people's beliefs. Horses will sometimes do what is expected of them. They sense a rider's "I can't control this wild beast" belief, and then sometimes "unexpectedly" appear to go out of control and head back to the barn. This scenario is also true about people — they tend to act as expected.

### **How Does a Belief Conclude, Decide or Resolve the Past, Present or Future?**

Everything is an illusion of some sort to begin with — it is our view of "reality" or opinion or

consideration about it, that determines its qualities. For example, an incident may have happened to us at the age of five, and now as a grown-up, we can conclude that it was either the worst experience of our life, or the most valuable. From the viewpoint of illusion, it got us where we are today, yet most of us vacillate back and forth about how good "where we are today" really is. We form one belief about it and then another. These viewpoints about the past are determined only by us, and are created in the present. So now, right in the present moment, we can change "the past" by simply saying it's changed. We can test this by recalling a neutral incident from the past, say that it was bad, and come up with proof that supports this claim. We can then say that it was good, and come up with proof that supports this opposite claim. Can we change what actually happened? And what difference does it make what happened? To change the past, all you need to do is change your opinion about it, and that opinion is the new belief.

Beliefs are primary. They are the master programs that override the incidents of the past, and presently held beliefs can give us our *new past*. Coaching is the discovery of creative freedoms to believe what you want at any time, in any place. The first step in creating desirable realities is creating desirable beliefs!

### **Discover the Magic of Being Yourself!**

When we choose to identify with or imitate another unconsciously (which can occur automatically when our awareness is diminished, such as during times of overwhelm and stress), we give up our native perception and intuition. When we abandon our experience and settle for the beliefs of another, we become less *us* and more *them*. We then introduce unanalyzed data and programs (second-hand information) into our bio-computer which almost always causes miscalculation. We must then hit the *clear* button on our bio-computer.

Coaching is the action that assists us in self-discovery. It helps us discover that who we thought you were — our purposes and goals — was actually an intricate belief system that belonged to someone else. The *unconscious borrowing* of other belief systems comes to completion when we re-discover the magic of our own true self — which is simply a life lived in connection with one's *own* experience.

### **Belief vs. Experience**

When our self determinism fails and we buy into another's rightness, we believe or assume that they are right. When we view life through their filters, we no longer experience life directly but through *their* colored lenses, and consequently see ourselves as they believe we are. We judge and evaluate our behavior by their standards! The inputs from our senses and intuition are off-line and no longer considered. We believe in their *judgment* and not our purpose. We subsequently

believe, subscribe and affirm "I can't" rather than our former "I can."

### **What a Fool Believes**

When we go into agreement with critics whose vested interests run contrary to our own, we are a) abandoning our own experience and b) affirming their rightness and our wrongness. We now judge ourselves by their standards and use the same standards to judge others — even though we are not the source of those standards. We are now *less* ourselves and *more* them.

Belief is myth experience. It (that in which we believe) never happened! The goal of *Coaching Release Dynamics* -™ is to get back to being ourselves, free of governing beliefs which block our experience of who we really are. The process of coaching helps bring about this necessary integration. For example, when somebody can't get an undesirable person out of their vicinity or space they try to displace, harm or even destroy the undesirable. People try to displace, harm or destroy what they oppose in their own identities or in their subconscious (particularly after unconsciously placing the undesirable identity in the subconscious). The more identities (disharmonious personas with unworkable belief systems) a person collects, the more opposed purposes exist, which as unwanted, will eventually be *acted out* behaviorally.

A major problem is created when one trades experiences for identities. (i.e. - choosing to *be like* someone else rather than staying with one's own feelings, desires and experience) Typically, a subconscious mind is full of the unaligned beliefs of others. When these pent-up beliefs and counter-beliefs are released, the resultant cognition is one of being "happy to be me, my own true self," the result of ridding one's self of *fictional* inner contradictions and their influences.

### **Beliefs as False Solutions**

"Beliefs as solutions" might seem to be a natural evolutionary process, but the question is: Did a belief arise from a situation needing a solution or did the belief create the very situation/problem? Beliefs generate outcomes. Does our anticipation create various outcomes? What we believe is what we see. In a manner of speaking, believing is false seeing. If today's solution becomes tomorrow's problem, it is no solution at all.

### **What We "See" in Belief, We Acknowledge as Real**

The beliefs we maintain cause us to create or attract the experiences which will confirm our beliefs. This is called predisposition to experience or pre-experience. The identities and or belief systems which create these "false realities" are within our sphere of influence, and *we do have* the

capacity to eliminate them.

We will never lack subjective proof or evidence for what we believe. We may, however, be laboring under the mistaken notion that a belief we have was constructed from our experience rather than our experience of the belief. The question is, "Do we believe we have proof?" And if we believe proof exists, we will find it and therefore *confirm* our false believe. And so it is.

### **Beliefs are Metaprograms**

Beliefs come from a false will or false notion of self. The question is, why do we experience what we believe? Similarly, every question will attract the answer we believe we will find. If we believe the answer will enliven us, it usually does. If we believe the answer will shock us, it probably will. If we believe the answer will enlighten us, then it most probably will. We may believe we will never find the answer. We may believe there is nothing we can do about a situation, even if we do find the answer. We may believe the answer we find is not the answer we believed we would find. We may believe a lot of things from a lot of different, uninspected points of view. This is why reality can seem so unpredictable. When in doubt, ask yourself: Does this belief support my basic purpose or not? Does the belief support my experience of my true self? Does it support my purpose/path to achieve my own personal, goal? My own personal vision? What we believe *will* determine our experience — even if we believe it won't! This is called a *fixed outcome*.

Many individuals sharing the same belief create an agreement, thus generating the experience of a shared reality (e.g., the material universe.) The truth is, our reality consists of the experiences which we *believe* are real, which we believe are a natural outgrowth of ourselves. It's unlikely to be the same experience for everyone.

Belief is the determining factor in what we call our reality. The only way something can be discovered is by first believing that it is hidden. The truth is that it is *not* hidden, but is *here now* in plain sight. *It is only our beliefs, and the perceptual filters through which we view ourselves, which cloud our bliss.*

### **Belief and Intention — the Difference**

The words "belief" and "intention" are often thought to be interchangeable, however, there is a distinct and fundamental difference between them. A belief is your "reality" about the way something is — a personal law out of which your reality is created, whether you are aware of it or not. And an intention is an aim or purpose — a focus which *intends to generate* a specific reality. In other words, *INTENTIONS CONCERN THE DOING OF SOMETHING, WHILE BELIEFS*

## CONCERN THE BEINGNESS OF SOMETHING.

Although we have beliefs about everything in our lives, only a portion of them seem to be counter to our goals. Nevertheless, we question very few of our beliefs; rather, we simply act as if they are true — as true as the law of gravity. Notice that we rarely question nor consider the law of gravity, yet every physical action we undertake is governed by this law. For example, our notion or belief about who we are is "a given" which, in our every day lives, goes unexamined. As previously emphasized, it is the beliefs we don't know about that cause us trouble.

Submerged in the reactive subconscious mind are beliefs created about real or imagined threats to our self-image and desire fulfillment. These beliefs are outdated, illogical and a source of trouble. Yet, there they are, still operating in full force. By re-experiencing beliefs about traumatic or undesirable incidents, we are bringing hidden beliefs to conscious awareness, where they can be re-examined, re-evaluated and, if appropriate, changed.

In Release Dynamics Coaching we are able to look for, examine and change the beliefs we didn't know we had. If we *subconsciously* hold the belief, "I don't deserve any time off," we are unaware of the existence of that belief. But, will we have any time off? Probably not very much. We don't consciously think about or consider the issue, but the belief is *on* automatic pilot. It thinks and considers *for* us. *It* sets a course and holds to it.

Another example: a person has the belief "pain lets me know I'm alive." As deranged as it may sound, this person will create a certain amount of pain in his life, *especially* when he's starting to doubt that he's alive. During the course of *Coaching Release Dynamics -TM*, a specialized process of inquiry will bring up this belief. He would see it and say, "Hey! That's ridiculous! I don't need pain to know I'm alive." In that moment of realization the old belief is released and he consciously makes a new belief in the now — one that he's aware of and accepts as supportive to his basic life's purpose.

From an advanced point of view, it is not necessary to create a new belief after the discharge of an old, unwanted one.

Beliefs comprise the belief system that determines a person's reality. The intentions we initiate *are based* on our beliefs. For example, we could have a belief such as, "Cowboys are great people," or "Cowgirls have good lives," *prior to intending* to be a cowboy or cowgirl. Likewise, we may have had intentions that were not in our best interest, but because of unacknowledged beliefs, we still (automatically) create the intentions which align with these unconsciously held beliefs.

An intention is a desire to achieve a particular goal — something we want to manifest as real: "I

want to be a cowboy when I grow up", or "I will work hard so I can retire at 65." It can also be something we want to have: "I will have a parking space in front when I get to the store." What is important to note is that *every intention is preceded* by a known or unknown belief. All our intentions are secondary to our beliefs. We may have heard someone say, "I believed [ I'd get] that parking place in front of the store" or "I really believed I'd get a new job," etc. This is a misnomer. These are, in fact, intentions, not beliefs.

The following are examples of beliefs and the helpful intentions which might "logically" follow. (After reviewing these, stop and think of five examples of your own.)

Belief: It is good to have a lot of money.  
Intention: I will put 10% of my income into a savings account.  
Belief: When I write, food helps me concentrate.  
Intention: I will keep some snacks by my computer.  
Belief: It is unwise to jump out of an airplane without a chute.  
Intention: I'm not jumping out of any planes without a chute!  
Belief: There are more crooks in the world than decent people.  
Intention: I will go to the hardware store and get extra door locks for my house.  
Belief: Too much sleep can kill you.  
Intention: I will work on my project day and night, till it's done.

Here are some examples of beliefs that predispose one to limited results.

Belief: It's all hopeless.  
Intention: I don't care about what I do.  
Belief: A life of struggle and effort builds character.  
Intention: I pick the most overwhelming jobs to do.  
Belief: Things never turn out as good as I think.  
Intention: I will stay here on the couch where I won't be disappointed.  
Belief: The color blue causes colds and flu.  
Intention: I will avoid being near water.  
Belief: You can't have everything you want.  
Intention: I will buy only the bread not the yogurt.  
Belief: Living on the street in a cardboard box is okay with me.  
Intention: I will give away everything I have.  
Belief: A family isn't really a family unless there are ten children.  
Intention: I will look for three wives.

Again, beliefs and intentions are not the same. Beliefs are considerations; conclusions at a subconscious level that appear to be carved in unawareness. Intentions are plans we act upon, believing they will produce a desired result. The effects we cause depend solely on our beliefs.

One element of Coaching is a process which re-examines the beliefs which precede desirous intentions, which, in turn, create unwanted or less-than-satisfactory outcomes. A result of coaching is to establish a higher level of understanding about ourselves — knowing ourselves outside of belief, which allows us to discover what we truly want so that the belief systems which have impeded our results can be released.

To release these mental constructs we call beliefs, it is necessary to increase our communication skills so that we can utilize the specialized dialogue of coaching. The essence of Coaching is communication, and once we've learned the relationship between Coaching and communication, we are well on our way to releasing self-limiting beliefs.

### **Coaching is Communication**

In essence, coaching is a dialogue between the coach and client where the coach lovingly challenges the logic of the client's assumptive systems of belief. The purpose of this dialogue is to provoke deep listening (examination) on the client's part, thus further facilitating the process of release. Effective communication is the cornerstone of coaching.

This workbook imparts the techniques of effective communication, the result of twenty-five years of individual coaching and the training of coaches. By assimilating and utilizing this material you will become ten times the coach you are now by becoming ten times the communicator.

### **Open Listening**

Communication can be a joyous experience of self discovery. If we are really "open" and have a deep sense of listening (witnessing), we will experience insightful realizations about ourselves — receiving intuitional cues *available only* to keen students of truth. Open listening differentiates thinking from knowing — distinguishes the difference *between* merely having a concept about something *and* intuitional knowing, which is based upon first hand experience. Experience is real intuitive *knowing*. Knowing occurs outside the mind where there are no concepts or symbols. Truly experiencing something or someone releases the *unwanted past* associated with it.

## **The Essence of Coaching is the Energy Exchange Between Coach and Client**

Communication at the physical level needs to be a smooth interchange of energy between two people. If the "flow" is smooth, then the person-to-person communication becomes a vehicle for the discovery of truth. On the most basic level, the coach's questions are of less significance (at least initially) than the actual communication exchange between coach and client. The importance of this basic exchange is vital and cannot be overstated.

In session, a coach must establish sufficient trust to encourage a client to talk about the truth of his/her experience. That may sound very basic — and it is. As coaches, we need to be unconditionally "open" and welcoming. This in turn, creates a safe environment for the client to look "within," and then directly express their thoughts and feelings, without censorship. We facilitate the client's deepest listening and subsequent uncensored communication by being open and spacious. As regards communication, this *exchange is the essence* of coaching.

Once a physical "flow" is established, communication can now be further employed to skillfully inquire into the nature of a client's personal limitations (acquired through erroneous beliefs and second hand information). The coach-client communication exchange is a rigorous process of inquiry which clarifies and releases the client's assumptive beliefs by discovering the truth.

In this basic coach-client communication cycle we are:

1. Maintaining a presence "in the now" and asking a question of an attentive client.
2. Seeing that the client receives and understands the question.
3. Supporting the client to look into his/her mind (stored experiences) for the answer.
4. Receiving the answer to the question.
5. Sending an acknowledgment to the client for answering the question.
6. Noting if the client received the acknowledgment.

Initially, there is no agenda for a particular kind of question, nor do we concern ourselves with its significance or quality. This early on, we're simply dealing with communication basics. In the absence of this fundamental form of communication, effective coaching cannot occur. To bring about positive results for the client, we need the communication cycle to be fully functional. It helps to view each of the above six steps of the process as a *flow of energy*.

The effectiveness of the communication cycle is dependent upon *affinity, reality, and communication*. Affinity in this case is a complete acceptance and openness to the other person —just the way they are! The highest quality of such acceptance is called "love."

The next essential element in the function of the communication cycle is *reality* — or agreement upon what's so. There needs to be some form of agreement — even if the agreement is as slight as, "Here's someone in front of me." A higher agreement could be, "This person is here to assist me." And more agreement yet is, "I'm responsible for the condition I'm in."

The third element is of course, *communication*. Simply, communication is re-creation (complete duplication) flowing back and forth between two people, in this case, coach and client. When affinity, reality and communication exist as a threesome, they create "rapport" and understanding. When there is rapport, there is the space for the client to look deeply into his/her mind and have a direct *experience* of the truth regarding each subject viewed. This experience is basically the release of *concepts* ( mental image pictures from the past) without which, now allows a direct relationship to the intuitive self.

When we have affinity, reality and communication, we have an *openness* to the unknown truth with no investment or bias as to the outcome. We become a clear open space, open to experience. We are in a state of deep, deep listening, in the moment. In the "now." Once we've fully established affinity, reality and communication in session, with the flow of communication going back and forth, we are now in a space to do something for the client or assist the client in doing something for him/herself. We are in the space of open dialogue, devotees of truth, working in an environment of self-discovery.

### **The Dynamics of Rapport**

True communication is so powerful (communication with abundant reality and affinity) that simple restoration of previously *stuck* communication flows enables a client's healing to begin. Any amount of duplication or re-creation taking place on both our part and the client's brings about a mutually shared experience. This further increases rapport, which in turn escalates the quality of affinity, reality and communication. This in turn increases rapport even further, sending both client and coach up the scale of emotions.

In essence, the client will become more cheerful, more energetic, and more vital. An aspect of training ensures that every coach will have the tools to achieve sufficient presence and openness, including a high-level emotional tone, which allows us to "create the space" for the client.

Again, communication itself, without any significant coaching questions, is truly effective. So effective that a client will experience self-expansion from the session simply by having these basic energy flow re-established. Developing high rapport for something or someone potentializes the release of previously stuck mis-experiences. When there is rapport of the highest level, there is

pure knowing —absolutely nothing to think about. This is the space from which magic comes. It is the realm where "knowing" supersedes believing. The freedom from concepts and assumptive beliefs creates the potential for true experience and true vitality. It is mother intuition itself.

Of course, establishing an effective line of communication is ultimately not enough. The coach now needs to encourage the client to look deeply inside and to develop *deep*, intuitive listening. Once the lines of communication are established, the coach can then put his/her attention on the process of helping to alleviate (by inquiring into) a client's unwanted conditions.

Interestingly enough, it takes more effort and energy to remain confused than it does to let go and become free. A client is often using up tremendous amounts of energy holding onto denials of truth in the form of unviewed beliefs.

As coaches, we need to consult smoothly and cleanly. This doesn't mean confronting or communicating artificially. Rather it means viewing and communicating smoothly, openly and with an even flow of words — without jerkiness and without inadvertently shifting the client's attention.

Our purpose, as coaches, is not to be entertaining, or even interesting, but to *be interested*. If we are interesting, instead of being interested, the client's attention is taken off themselves and placed upon us, because *interesting* is an outflow and a distraction which blocks the introspective activities of deep listening. To create the optimum environment for discovering the truth, a coach needs to be interested, which means caring for the client and having a real intention to assist the client in resolving any presumed limitations.

### **What a Coaching Session Looks Like**

An example of a very effective coaching question is, "What are you doing that's working?" The purpose of which question is to get the client to take an in-depth look at what's being done that's workable, as opposed to asking the client to "What are you doing that's *not* working."

When a client's mis-experience is asked about in regard to its positive aspects, the client can then feel good about continuing in the face of his/her own irrationality. Instead of interrogating or belittling, the questioning establishes that the client is "right" or "okay" as a person. Thus an affinity is established between the coach and client, allowing the client to look deeply at what is working and why it is working. Then, as a result of this question, and the recognition of what *is* working, the client subsequently discovers what is *not* working and can then make appropriate changes.

Communication is truly the first step in coaching. As coaches, we need to be safe, open and have

a well-disciplined communication cycle to allow the client to stop thinking and start looking and listening deeply. Only then will the client will then begin to release unwarranted assumptions and discover his/her own knowing. And achieve a state of becoming "empty." In this emptiness truth speaks loudly.

Here is a example of questioning which establishes communication. You, the coach, ask the question, "What are you doing that's working?" The client says, "Oh, I'm going to college." You say, "Fine, what's working about that?" Client: "Well, it's sensible because it's an easy place to relax and I don't have to do too much." Coach: "Okay, what else is working about going to college?" Client: "Well, it's really useful because, well gee, I'm looking for a place to crash and the college campus is a good place." Coach: "Fine, what else is workable about that?" Client: "Well, it really helps me fulfill my goal. My goal is to be an actor and going to college and studying electronics really helps me with that."

And sure enough, contradictions starting showing up. Conflicting energies begin to surface, and what was formally denied comes into focus, thus illuminating both unaligned thought and action. There are many client concepts here, but little or no actual experience. In the past, the client had only very partially "seen" the irrationality of the situation. Through simple, effective questioning, the client realizes, "Hey... what *am* I doing studying electronics when I want to be an actor?"

There is nothing mysterious about the effectiveness of the communication cycle. It's purely a matter of getting each question listened to, ensuring the client works fully with it, and not ending the exchange without getting a complete answer. The client needs to know that he/she is there to get something done and that using an effective communication exchange to examine and answer a precise sequence of questions is absolutely necessary for fully effective long-term problem solving.

### **Asking Precise Questions**

What we are doing with coaching technology is plugging a client into mental control structures that have been overriding his/her freedom to make aware choices. The precise sequence of questioning is a process which will eventually trigger some stresses. How much stress are we going to cause the client? It depends upon how much stressful *charge* exists is in a given area, and how much the client can comfortably tolerate. We don't want to cause so much stress that the client is excessively uncomfortable and becomes self-protective and withholding. However, we do want to generate enough charge to inspire the client to "look" at the situation and call up any related concepts, beliefs, assumptions, considerations, decisions, ideas and incidents. Looking closely at these charged areas is going to cause some discomfort, but, as coaches, we need to realize that the client is coming to us to receive needed assistance and we can best serve him/her

by being direct and asking precise questions. We're not trying to heavily reactivate the client, but we do want he/she to take a complete look at situations that involve erroneously held beliefs and therefore will contain some discomfort.

Along with stress, confusions will also start to surface. As we process these confusions by asking explicit questions to unveil past considerations and decisions, his/her confusions will begin to subside — unwarranted beliefs will blow off and stuck energies will release, as the client consciously sees his/her barriers to understanding.

During this questioning process, we need excellent observation skills to observe the manifestations of the client during the time he/she is working with the questions and furnishing the answers. We must stay *in communication* with the client at all times. This means we need to encourage a client to express his/her experience, without disturbing the process prematurely. The most basic presence of a coach requires alertness throughout the duration of a session.

Coaches can be likened to an empathetic Sherlock Holmes, analyzing, inspecting, confronting and noticing the client's physical indicators (body movements, facial expressions, indicators, etc.) and listen very closely as though every word is a clue to the client's "crime" — heretofore dormant clues, which will expose the aberrated causes preventing the client's full expansion.

At all times, we must stay in communication with the client, primarily to keep the client's attention on the questions we've asked and to get them answered. When our silent, supportive presence is very good, rapport, trust and process effectiveness between coach and the client are maintained and deepened moment by moment.

In fact, with such a solidly established connection, we can ask *any* client *any* question despite what's going on around us, and the client will be so "there" with us, that the distractions and confusions of the outside world will be nonexistent. We have, in effect, put an invisible shield around the session and kept all distractions out of the client's space.

## **Coaching Mechanics**

During processing a coach must competently direct the four session communication flows. Imagine each of these flows as an invisible *line*. The first line originates with the coach and extends to the client; this is the Coaches Question Line #1. The second line goes from the client directly into his/her mind; this is the client's Viewing Line #2. The third line goes from the client back to the coach; this is the client's Communication Release Line #3). The fourth line goes from the coach back to the client; this is the Acknowledgment Line #4).

The first line, Coach's Question Line (#1) accommodates asking the client a "what" question. We're not having the client dwell upon confusions, upsets, uncertainties or overwhelm points; instead, we are asking a specific question in order to initiate client viewing. For example, if an issue is troubling our client, we're asking "What is it?"

The second line, Viewing Line (#2) is the line by which the client looks into his/her mind, or past experience to discover the answer(s) to the coaches question(s). Smooth operation of this line is the hardest to detect, because it is client-to-client (self-to-self) and not readily observable. We've already asked, "What is it?" and the client is now engaged in the task of seeking and finding, that is, viewing his/her mind in response to the coaches processing question. The client is beginning to think less and view more. Allow sufficient time for the client to comfortably seek and discover answers to your question(s).

The third line, Communication Release Line (#3) is the line with which the client verbally identifies what has been viewed. In line #1 we've asked, "What is it?" In line #2 the client has looked to see what it is. In line #3 the client is reporting the results of his/her search by responding. "It is this." By viewing, seeing and verbalizing what's there, the client *experiences out* difficulties or pulls the *plugs* on confusion. The client releases conceptualizations by experiencing them directly. We've asked, "What is it?" and the client has responded, "It's a this, it's a that."

The fourth line, Acknowledgment Line #4 (from coach back to the client) lets the client know that his/her response has been "heard" and understood. It personally "acknowledges" and validates the client. The coach's acknowledgments are as simple as "okay" "thank you" or "alright." An acknowledgment lets the client know he or she has been heard. It also completes the existing question and answer phase of the session in preparation for the next phase and question. Every activity within a processing session occurs within the highly effective framework of basic communication and the session communication cycle..

Through openness, questioning and silence, we create the willingness in each of our clients to talk to us as their coach. If the client has some resistance to a talking with us about a charged issue, he/she will listen to our questions (Coach's Question Line #1) but may *not look* into the mind for answers to those questions (Viewing Line #2). In this case, the Viewing Line is cut and we will get nothing back on the Communication Release Line (#3).

Do not rush the client. If the client feels pushed or hurried, he/she will not really look *deeply* into the mind but will just grab something quickly. Thus, the communication will be incomplete and the response will often contain some alteration. The result is that the illusionary "reality" will not be completely dispelled. In this scenario coaching is nullified and will not produce results.

The session works only when there is a flow of communication going back and forth between client and coach. Again, the natural flow of these lines of communication are: (Visualize the 4 as you read) 1) Coach's Question Line — questions from the coach to the client; 2) Viewing Line — client looks into the mind and discovers answers; and 3) Communication Release Line — client experience is reported back to the coach; and 4) Acknowledgment Line — coach indicates understanding of client's response.

Each line or flow is separate and distinct, and at the same time works synchronistically to create a successful communication cycle. Any interruptions or distractions introduces stress into the communication cycle, and can usually be traced to the coach's improper listening skills or lack of sensitivity to the client. A coach's line of questioning will naturally cause re-activation. If you ask the client, "How do you feel after talking to your mother?" the client will look into his/her past experience and respond, "Bothered, and most often I feel like my basic virtue is being denied."

As coaches, we must not block or disrupt a processing cycle or communication line. By inadvertently shifting the client's attention instead of just listening, we prevent processing results by not allowing the client to truly *experience out* a confusion or upset. The client will be left with unhandled energetic charge and stress. This must be avoided. The client needs to have "space" and encouragement to look within, and then communicate any experience or conflict, in such a way that it can be "seen" and released.

### **Did the Client Understand the Question?**

Always be certain that a client receives *and* understands a processing question. If a session question is poorly phrased or delivered it may be misunderstood. Client discomfort or agitation can accompany misunderstandings. Observe your client. If you fail to take body language and facial signals into account, the client may receive a question, not fully understand it, and then either *answer the wrong question* or *give no true answer*, all out of puzzlement and confusion. Such mis-communication neutralizes the effectiveness of the session and can place the client in doubt. Be watchful and continuously create rapport, understanding and compliance. The effectiveness of a session rides on the coach's competent line of questioning. Complete answers to process questions will ensure the client is a *sub-cause* in his/her self-expansion by being in the session at *willing effect*.

### **Creating a Line of Questioning that Flows**

Following any question and answer phase of a process, always remember to acknowledge the client — clearly indicating that you've heard and understood the answer or response.

Acknowledgment of a client's response is essential because it completes the last question and creates space for the another. It also helps to create trust and synergy.

Likewise, be observant enough to know *when* the client is ready for each new question or communication. If the client is not ready to receive the next question, due to distraction or puzzlement, there's no point in continuing until clarification has been made. If you rotely ask another question without noticing if the client has fully responded to a previous question (and received an acknowledgment) you are squandering a good question (and possibly sabotaging an important response), all of which jeopardizes session results *and* creates client confusion.

Just as important as a coach's acknowledgment is a client's response to a session question. Don't accept grunts and groans as responses. For example, you might have asked a question such as: "When you were in high school what considerations did you have about your teachers?" and received in response a mumble, shrug or hand gesture. Such responses indicate that the question is not biting (meaning the client is not looking for an answer) communication cycle is nonexistent. At this point a coach must re-establish client interest and/or ask that question again to elicit a full response. The coaches acknowledgment follows and that particular cycle is now complete.

Here are each of the steps of the complete communication cycle:

- Coach makes sure the client is open to receiving the question.
- Coach asks client the question. (QUESTION LINE #1)
- Coach observes client receiving question.
- Client looks into his/her mind for answer. (VIEWING LINE #2)
- Client discovers the answer.
- Client tells answer to coach. (COMMUNICATION RELEASE LINE #3)
- Coach determines if question has been fully answered.
- Coach acknowledges clients response. (ACKNOWLEDGMENT LINE #4)
- Coach notices if client has received the acknowledgment.

### **Open Communication**

While it is necessary to visualize the above communication cycle and analyze its component parts, it is also important to remember that in the actual session, you the coach, must relate to the client in a pleasant, natural manner, through the creation of an "in the moment" focus, which will always facilitate a free flowing session.

It is essential for a coach to *be there* for the client, in an alert, tranquil state of mind. When you

Speak, speak clearly, in a voice that ensures the client hears you. If you are tense and robot-like — always thinking of what to do next, mind wandering — the client will most probably be ill at ease with you. This unnecessary tension negatively impacts the client and your own ability to "observe without judgment."

Make sure not to ask questions in any way to distract the client, such as an overly loud voice or with intonation. Should a question go unanswered, redirect and get that question answered. Acknowledge clearly, comfortably, and naturally — letting the client know that he has been heard and understood. Don't skip acknowledgments. And, if the client begins to stray, gently redirect.

Remember to create a feeling of comfort and open space. A robot will not establish rapport with anybody, nor will a pitbull. A coach is not in session to stare a person down, warm up to them, outdo them, or make them feel uncomfortable. Overly-loud "thank yous," snarly "I got that," and ask snide questions will only distract client attention away from the job at hand. Keep it natural, with precise, appropriate questioning, furthering an action plan to free the client from unwanted conditions.

### **Focusing on Communication**

It is the coach's undivided focus on the communication cycle that makes coaching work. Through involvement in this cycle of communication with the coach, the client is discharging energy. As long as the coach asks precise questions and the client replies fully, there will be an exchange of energy — akin to an electromagnetic field, but in this case, the two poles are the client and the coach. The energy exchange which occurs when a client fully examines past experiences, actually causes mass or charge (negative energy) to move away, freeing the client of stress. Ego boundaries shift and clarity results.

In summary, the coaching process requires that we get into communication with the client, and inquire into the client's case. We provide a service for the client by first creating rapport and then asking the client appropriate questions which get he/she to define and clarify his/her own previously unacknowledged illusions.

### **Client Orientation**

A coach always provides client orientation, apprising them of any changes at the beginning, during or the end of a session — information which, essentially, keeps he/she apprised of what is going on. This orientation is periodically necessary to maintain a predictable framework. Some orientation examples are as follows: "Start of coaching session," "The next issue we want to take up is \_\_\_\_\_," or, "The neighbors next door are adding onto their kitchen, so we may hear some

hammering from time to time." "We're going to take a short break," "End of coaching session," Orientations are a natural, cordial aspect of staying in communication. Use them and make both yourself and the session safe and predictable to the client.

## **Client Assessment**

Prior to beginning a series of coaching sessions, a client's unwanted issues should be thoroughly assessed and recorded by the coach. This is accomplished in a preliminary session by utilizing a client assessment form to gather in-depth information on the client's current conditions and past tendencies. By locating the specific areas which need resolution, the coach can then direct the session time addressing chosen targets. When a client's problem any given each area have been addressed and handled, we then move on to the next issue in line.

Creating a Goal Program -™ is usually the first place to start, since it provides a good overview of the client's life. The Goal Program is a great case assessment tool for unearthing and aligning the client's unachieved goals. This preliminary step prevents unnecessary guesswork and wasted session time. The Goal Program -™ helps the client discover his/her purpose in life and consequently solidifies intentions in subsequent coaching sessions. This eliminates coaching toward "false goals."

Once a Goal Program -™ is established, a client is on the road toward a realized vision. Thereafter, issues which arise in session are handled in sequence as they occur, always allowing the client to view them in the larger context of his/her Goal Program -™. It is noteworthy that, at this stage, a coach does not need to clear a client on every barrier ever encountered. For example, there would be no value in attempting to coach a client about improvement in sales techniques, if the client has no concrete plan for such an occupation. We simply want to address and handle any mis-emotion, confusion or issues that come up, while, at the same time, implementing the client's consciously chosen program of goals!

## **Mistakes**

When you make a mistake in session, that is, stumble on a question, or fail to hear an origination, it is wise to indicate it to the client: "I'll give you that again," or, "I didn't get what you said about this particular sexual encounter." etc. This prevents the client from having his attention stuck on an incomplete cycle or flow. Complete it by acknowledging it openly and honestly even if you must eat crow every now and then.

## **Understanding Client Communication**

When coaching a client, if you fail to understand the client's statement, do not make the client wrong or cause him/her to spend a lot of time wondering why they are not being understood. A good simple and direct approach is best: "I did not understand what you said" or, "Please give me that again." Above all, avoid intimidating the client, by saying such things as: "Speak up, will you?" or, "You'll have to put more oomph behind that or I won't hear it" or, "How about a little more volume?" Those type of statements tend to introvert a client, causing him/her to become less willing to talk to you.

Also, avoid repeating back to a client what he has said to you. If you alter the statement — and there is a chance you might — the client may get confused about what he meant or did say. Gestures can also be demeaning and tend to reduce a client's openness by impinging on his/her space. This is particularly true for gestures that can be interpreted as evaluative, aggressive or accusatory. Any gesture which causes a client to contract must be avoided to ensure client well-being.

## **Premature Acknowledgment**

Premature acknowledgment is recognition verbalized by the coach before the client has completed a communication. This will close the door to effective communication by cutting the client off and making he/she feel that they are speaking excessively or out of turn. A prematurely acknowledged client may also feel compelled to shut up completely *or* talk on and on. Acknowledge the client only after he/she has completed the communication.

## **Increasing Client Well-Being**

A client needs to sense a basic "rightness" (personal validation) in each session to experience self-expansion. It is the coach's job to find something the client is doing "right" (like communicating effectively or experiencing personal growth) and improve upon that. Progress is achieved on a gradient scale of rightness by which there is a deletion (experiencing out) of wrongnesses (inappropriateness) as they come up so that they can drop away. The only reason we're looking for any wrongness at all, is to increase the client rightness (appropriateness). However, if, in the process, you make the client "feel wrong," then the client will return the "favor" by asserting rightness (defensiveness) in what he or she is doing. This, by the way, is true both in and out of session.

If you notice your client enforcing a sense of being right about what's not working in his/her life, realize that you are probably depreciating the client to some degree, and that she must assert her rightness to feel any fundamental validity at all. The degree of rightness present must exceed the wrongness, so be careful not to become the kind of coach who is so positional (wrong happy) that the client feels wrong as a person, which will result in the client feeling there may not be enough right with him/her to warrant further looking or betterment. Inappropriateness is only addressed at in order to increase the appropriateness. Essentially, the client's ability to bring about self-expansion is what will allow negative issues to drop away. And this will occur in direct proportion to the basic rightness the client feels in session.

Developing a Goal Program -™ before starting coaching services has been previously outlined, but there is another important fundamental purpose for this. That is: the Goal Program assists the client in feeling self-determined and confident as a person, by discovering and targeting a fundamental life purpose. A person without an overall action plan feels vaguely "wrong" or aimless, for which there is no antidote as powerful as a sense of purpose. Any movement toward that ultimate realization is cause for celebration, and clients with insights as to their purposes and goals bring joy to the coaching process — for both client and coach.

### **Deep Listening**

There is an old dictum which states "coach plus client are greater than the client's mind" is definitely true. Translated, this means that a coach and client working together will be successful in ridding the client of unwanted issues. The two are greater than the one. If the coach is working to clear the client's reactive mind, without the support of the client, the client's reactive mind is greater. As coaches, we are supporting the client in taking a look at the mind — and the assumptions within the mind which are causing difficulty. To assist the client in the release of unwanted beliefs, he/she must be encouraged to look at (View Line) and confront his/her responsibility (authorship) in creating existing blocks to self-betterment. What causes an unwanted condition to persist, is the assignment of another cause (a "sourcedship" or belief system) to the creation of that condition. Otherwise, when a person *truly* viewed a negative condition that exists, that person would see his/her responsibility in its creation; and the unwanted condition would immediately dis-create — meaning that the illusion of it's imperfection will complete itself.

Conditions are allowed to persist when other causes (conscious or unconscious *lies* about authorship) are blamed for it's existence. Thus, it is our role as coach to gently but persistently encourage our client to experience the truth of each situation that comes up in session..

Problems, difficulties, upsets, and barriers have other people's sourcedship assigned to them, which means the client has forgotten or failed to view his own participation in bringing about the

situation. Once the client views the belief or spots the lie or mis-assignment of creation, the stressful issue will come apart and clear up.

For example, a man is having a problem with his wife, but the problem, of course, from the client's 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 and how his actions are actually creating the problem. Ultimately the situation is caused by the client himself. There is *always* something a client can do, or not do, to alleviate an unwanted situation. The general rule here is anything that is personally undesirable, yet still manifests, must be thoroughly viewed and experienced, at which time it will de-stress or vanish as a difficulty.

### **Problems and Incomplete Communication**

The prerequisite to any problem is incomplete communication. That is, one has omitted a communication to a specific individual. This is called a held back communication, or "holdback." This held back communication is the origination point of any problem. If one completes the communication, the problem will ease and that particular block will dissipate.

### **Completion and the Heartfelt Shift**

Full completion of a processing question is achieved when client *change* (reactivation and release) is no longer produced. Usually there are indicators of client stability which confirm completion and hence, readiness to move on to the next question. Generally, a question is worked with until it has done all it can do for the client. Certain aspects of processing require repeating or rewording questions until a *full* or precise answer is produced, or until there is a sense of clarity in a given area — at which time the coach proceeds to the next question or process.

To ascertain completion, look for indicators such as vitality, an expression of freedom or expansion, an absence of agitated or withdrawn mannerisms, or, a liberating identity shift following the release of a highly stressed area or issue. An identifiable shift is most pronounced after a client has discovered his/her own participation in assuming a belief, and, has spotted the *unwitting* choice to accept an ill-favored condition. Once spotted, assumptive beliefs are released and dis-create. Even more demonstrable shift indicators accompany an identity shift. When this happens, a whole false identity package literally drops away. The emptiness that follows is experienced as a *state* of personal expansion.

## **Overworking**

Overworking a client occurs when the coach mistakenly processes an area over and over after it is already complete. Overworking must be avoided as it predisposes a client to resistance and upset.

## **Underworking**

Underworking is the result of not following a line of questioning long enough to achieve a desired result. A coach must encourage a client to inquire deeply and rigorously enough to get to the core belief that holds the confusion in place. Underwork is falling short of completing an action which has been started, thereby inhibiting a valid completion.

## **The Incremental Approach**

A coach executes an incremental approach to handling client issues by using a proper gradient, that is, the coach proceeds with incremental questioning. To prevent overworking, the client is gradually given more responsibility as the session(s) progress. The coach has the client gradually approach and handle a huge area of instability a little at a time. Like climbing a mountain over the course of several days instead of attempting to do it in a single pass. By gradually inquiring into slightly more difficult terrain each time, the client will view and release in increments and finally safely achieve a desirable end result. For example, if a client has been raised in a large and hostile family with many antagonists, the coach would have the client view and discharge energies about the least hostile family member(s) first. Only then would the coach increase the intensity of the client's challenges, (all the while nurturing the client's ability to confront and deal with tougher issues) eventually ending with the most difficult challenge(s) to the client. If you reach an impasse or barrier during the course of this gradual progression, review your documented line of questioning and notice at what point the client was doing well. Then, determine *where* it was that you possibly took on too much too fast. Go back, re-orient the client to that point, ask the necessary questions, and proceed again.

## **Veering**

An incomplete session activity (abandoned objective) is called veering, which is, to deviate from a coaching purpose or intention, which of course, results in a failure to achieve a needed result. It is always and forever a coach's responsibility to see that the client does not *lead* the coach into an "incomplete" by veering from the coach's question.

Some clients are so thoroughly on "automatic" that they regularly fail to complete any action

which requires follow-through. A client of this nature, of course, may not be able to answer coaching questions or follow a given sequence of processing activities; the direct result of a dysfunctional mind which tends to deviate from any sequential approach. A coach must really pay especially close attention to this client and note each subject or issue being addressed to prevent any possibility of losing track of a given direction.

The essence here is not to allow the client's coaching progress to veer from your linear questioning sequence. Always get your question answered *before* going onto something else! Do not get drawn into client unconsciousness (veering), or forget what sequence you are following. Some people's mental states are so completely comprised of confusions and dispersed energies that they can pull others off a given course of action. A coach must not succumb to this. Be vigilant in having a client follow your inquiry line of questioning and he/she will magically begin to de-conceptualize and eradicate unworkable belief systems. Once this unerring path is functioning continuously, you have established session management.

After a number of coaching sessions, characterized by a coach's full session management, the client's ego-mind begins to exhibit far less control. This occurs gradually as a direct result of client self-expansion. The client begins to answer questions more fully and completely, gaining control of his/her own scattered, misaligned attention. This is an excellent result, truly supporting a client's opening to his/her "higher-self" determinism..

Contrariwise, allowing "incompletes" cheats the client of an end result. Blockages which create an "incomplete" comes from the inability to be open to the unknown. When the client attempts to confront something difficult, that *issue* seems to exert a force, or stress. Feeling that stress, the client says, "Ah, I didn't want to confront *this issue*, after all! Let's try something else!" The client "looks" at *the issue*, but *the issue* appears a bit fearsome, so he/she turns around and runs the other way. The client "looks" at *the issue*, and perceiving a measure of the upcoming difficulty, begins to feel fearful or overwhelmed.

Without session management, such veering could go on for hours, and you'd see that ten or fifteen subjects had piled up which the client "confronted" just a little bit, but none to completion. The result of too many incomplete views of charged issues or topics is client confusion. Client confusion will escalate to mental dispersal if these unhandled or partially handled issues are overlooked and left unattended.

A coach must teach by example. Getting a complete answer from a client, teaches that it is safe to look at an issue or topic, and to follow it through to completion. When we set an example of follow-through and completion we are modeling the traits of success. People who get things done are people who don't leave "incompletes."

## Confusion and the Stable Belief

It is important for us as coaches to understand the elements of confusion so we can know what to do about it. Confusion occurs when there are a lot of random factors floating around in misalignment. (like whirling debris in a tornado) When a person has a confusion in their life, they pick a stable belief, (one single piece of debris in the storm) which is, in effect, a plug, to close the entry in the subconscious through which the confusion emerges. The plug becomes "fact," or so-called fact, around which the confusion can be aligned. This stable belief *reduces* a confusion by suppressing it and, making it *appear* rational and organized. This stable belief becomes *instant* gospel, and any time the client encounters a similar problem or difficulty, he/she re-asserts the stable belief to keep the problem or difficulty at bay. The stable belief has become an automatic "solution!"

An example of an assumptive stable belief that would cause difficulty in life is "sex is bad." A child may have seen his mother and father having sex, and afterwards witnessed the father yelling at the mother. The child may then draw the conclusion (adopt a stable belief) they were yelling about sex which was somehow bad and caused pain. The presumed stable belief that "sex is bad" has the potential to cause quite a bit of difficulty in this child's future. As an adult, clinging to such a stable belief, the issue of sex might prevent this individual from truly engaging in any relationship, especially one which might lead to sex. The consequences of such avoidance are obvious, a couple of which would be to deprive him of the joys of being in a relationship and experiencing sexual pleasure and fulfillment.

While coaching this client on the issue of sex, he may tenaciously assert his rightness about "sex being bad." As coach, you simply direct the client to answer questions about that stable belief. Have him look at where the "experience" (consideration actually) was drawn from, and why it came into being. Before long the earlier incident will become available to the client for his viewing. At this point the client can re-evaluate the belief and, if fully viewed, let go of it as an invalid and erroneous assumption.

A fair amount of confusion can appear during the process of looking at the experience and subsequent considerations which created the stable belief. But now, the subject of sex will be experienced by the client without the false sense of security provided by the old belief. This is called clearing the belief.

## Core Beliefs

The best beliefs to have are those based upon the truth, and, truly applicable in the greatest number of situations. A belief in gravity is far more workable than the belief that "sex is pain,"

"children are bothersome," "it's enjoyable to be sad," or that "one must fail in order to succeed." These kinds of beliefs lead to problems because they are limiting and often unconsciously held.

In processing, when the core belief is confronted, confusion *blows off*. The cherished belief (plug) holds back confusion like a dam holds back water. In session, when a client's belief surfaces, confusion follows. Guided client viewing, of all confusions associated with the belief, will release the issue. This places the client in the preset moment, safely aware of the entire experience, free from the self-limiting effects of the uninspected assumptions or conclusions adopted from the original mis-experience.

During any coaching, and especially when processing releases of core patterning, coaches must be wide open and safe, with still presence of mind. Under such coaching conditions, a client's subconscious opens fully, so that we can easily and effortlessly access core beliefs. The basic unconscious belief on any subject or issue lies at the bottom of a stack of later issues. What we want is to release the original belief at the core (bottom) of the stack.

### **Open Space**

For coaching purposes, the word "space" can refer to two different kinds of spaces, both of which overlap. One is the location of the session, the physical environment where it occurs — and the other is the space of the coach's presence — his or her *clear* demeanor— empty of mental artifact. The coach's space is that of a being in stillness.

Always create a safe space (physical environment) by eliminating unpredictably of any kind. Phones shouldn't be ringing, doors shouldn't be knocked on, etc. Unplug the phone or switch on the answering service. Turn off any timed electrical devices, and place a sign on the door which says, "In session, please do not disturb." Do whatever is appropriate to eliminate disturbances. It is the coach's responsibility to examine the environment prior to sessioning and use common sense to ensure that distractions or interruptions do not occur during the session.

In terms of creating a safe coaching presence (the coach's mental/emotional/spiritual state), we provide comfort, safety, naturalness, predictability and openness. Combined with effective technical guidance, such a coaching presence allows a client to focus his/her attention exclusively of self-expansion; the client may now effectively seek, discover and alleviate any personal issues lacking clarity.

### **Building Rapport**

In a session, a coach is constantly building rapport by being safe, by being "with" the person, by

keeping the communication level high, and by listening and acknowledging. When there is affinity, agreement and communication, client rapport is established. Rapport is essential to openness or deep viewing. Rapport creates a context in which a client can have a *direct experience* of past, assumptive beliefs, release concepts, and pre-experience solutions and alternatives. Thus, re-evaluated beliefs are released and exchanged for direct knowing

### **Asking Appropriate Questions and Achieving End Results**

In coaching, the heart of effective guidance is asking appropriate questions. Appropriate coaching questions focus and direct a client's full awareness upon locating and eliminating his/her areas of limited awareness. All sessions are comprised of appropriate sequences of questions designed to resolve client problems. The first needed skill is observation. For example, a client's father is an alcoholic, who is not in communication with her. The client has problems regarding her father and the fact that the relationship doesn't work. As the session begins and the client tells you her problem, you listen closely and observe her. When you sense that you are really *with* her, a question comes to you. In this case, you might ask, "How would you like to see this situation?" or "How would you like the relationship to be?" "What's your ideal visualization of this issue?" or "How would you like it to be so it works for you?" Any of those questions are helpful, in that she can specify her goal. (Notice how often the questions take care of themselves when you, as coach, are really "with" the client. Also, remember that this is just a test case and that coaching is based on observation and varying client conditions and therefore no case establishes a rote pattern.)

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 write or call each other on the phone."

As a coach, you need to realize there are priorities to this particular problem. In other words, having her father move to San Francisco is not something you're concerned with — at least not immediately. Having him stop drinking is not something you're immediately concerned with either. Having him do or be something else is not something you are concerned with. What you are concerned with, what is a priority, is the condition of the client, and this requires tackling the client's problems. If you haven't done a client assessment on this particular area (to know which issues to address by greatest or least amount of stress), you need to ask the client specific questions to determine the most productive (and accessible) direction to follow. One possibility is to have her create a Goal Program -™ on this very subject.

In the absence of a client assessment form, one of the first questions you could ask this client is what she could do to alleviate the problem. Notice the response. If she begins to deviate from constructively handling the problem — by starting to talk about how her "father's a jerk," and that she'd "rather not have the relationship," be aware that this is mis-emotional *confusion* which

masks her irresponsibility (inability or unwillingness) surrounding the issue. She's already stated she wants the relationship to work, and now when it gets down to actually *being open* to having it work, and doing something about it (the toughest thing to do), she is giving you a lot of confusion and running away from the issue.

Your job as coach is to "hear" that, acknowledge it, and get her off it. You don't want to have her sitting there talking about confusions or craziness all session. What you want to get are her decisions or considerations, or anything about her actions, or inactions, concerning the relationship with her father. Actions or decisions that are *real to her*, not excuses, problems, blame or reactions. You can see that criticisms, slander, and confusions are unreal to the person telling them. These are often indicated by an apathetic tone of voice, or vacant eyes, plus a host of indicators in the same category. Basically, a client in apathy appears dull or devitalized.

Ask her what she believes she can do to handle the problem. If you suggest a letter might be the proper gradient to re-establish communication, you might find that she doesn't know what to say or can't find the time. Or that she can't find the right stationery or she doesn't have any money to buy stamps. These kinds of insubstantial barriers to resolution may very well be offered up by the client. (Or any client about any issue). It is your job as coach to help the client resolve those barriers so she can get her situation handled.

Resolution is a matter of handling barriers —sometimes many of them — to get one particular aspect of the problem taken care of. You don't want to reduce openness by saying, "Well, if you just sit on your butt for the rest of your life what good is going to come of this thing?" Depreciative remarks have no place in coaching. The question could be rephrased: "If you do nothing about this, how is it going to be resolved?"

You must ask any question with rapport, and especially with affinity. If you ask a key question, ask it without putting the client on the defensive, or making her look like a simpleton for not realizing that what you've asked addresses the essence of the whole issue and truly points the way for her to cut the *string of inaction* that's keeping this whole package of confusion tied together.

After priority and appropriateness of question, the next aspect to look at is the fact that you're guiding the client into *revealing* what needs to be handled. This is simply a matter of using the client's Goal Program -™ (goals) and/or the client's data as reflective devices (guidelines) to determine and assume a coaching direction for the client.

In the case we are discussing, the client says her father's a drunk, doesn't talk to her, and doesn't send her cards on her birthday. You get the idea that the client loves her father and wants the problem of the non-active relationship resolved. We know the client is going to be complaining,

and is going to have some confusions about her father, but we can see she wants the problem solved.

Simply encourage the client to talk purposefully — not about complaints and criticisms — We guide the client into *revealing* what needs to be handled by unveiling her viewpoint. Stir this area up with one inquiry at a time and observe. You will be able to see what the client can't because of her involvement with, and attachment to the area.

As the client views and reacts, you will observe grimaces, furrowed brows, snide smiles, false laughter, an array of emotions, as she feels mis-experiences and resistance, partial experiences, fragmentary emotions, and whatever else is going on. But, remember, she doesn't have the perspective you do, and so you gently guide the client into the area(s) which will reveal exactly what needs to be handled.

A lot of times you will get two or three answers on another subject or a sub-subject. These "answers" are important and you want to keep them in mind — retaining the information so you can track it down in future sessions — but your main priority is to get that original question answered as quickly as possible. If you have four or five questions or directions going at one time, you and your client are both in trouble.

Sometimes, you'll have to deviate to a sub-issue, briefly, to handle something else (like stepping from the shower to retrieve some soap. But you always get back to the primary issue once the needed digression has been handled. The reason? It is your direction, management and control of the session which determines the resolution of a client's issues or problems. The outcome will always be positive if you stay on track, use all the data you have and stay within your session guidelines.

Remember, maintaining coaching guidelines equals rapport, primary components of which are: creating a safe space, guiding intuitively, listening, keeping the communication cycle functioning, and acknowledging. Your client wouldn't be there with you if she could handle it all by herself.

### **Completing Communication**

Remember to keep completing communication. If you start a session process, make sure you continue and complete it — whether it's a process question or whether the client has asked you if she can put her feet up on the table. Don't leave anything hanging because a client's attention will tend to hang up as well. And the more attention that gets hung up on "incompletes" (veering), the less attention he/she has to looking at and resolving the issues at hand.

When a client's problem fully surfaces (being out of communication with her father in Los Angeles), the client in this case may realize the thing to do is to re-establish communication with her father by taking action, such as writing a letter. This letter writing action might be perfect for some clients, but not for others. The important thing is getting a physical universe action as the end result on this problem issue.

The client may write a letter to the father and perhaps even follow it up with a phone call. Hopefully, if it is the higher will, the father will return the call or write the client back. In any case, the client will probably *brighten up* at the idea of getting into communication because people basically like to be *in rapport*. She may still have some considerations or issues, but what is most important is getting a physical universe resolution, or *action* accomplished by the client.

If a client realizes in a session — say, a weight loss coaching session — that he is overweight and this has been the source of problems for a long time, and now believes life will get much better, that's wonderful. But there must be a physical universe resolution for him or he'll slip back into whatever pattern has predisposed his condition. What's needed is a necessary change in modus operandi; a change in eating habits, better food selection, fasting, whatever. And that requires means physical universe action. The desired end result of any such coaching session is action.

People live life in the physical universe at the same time that they live in the spiritual and emotional universes. But the essence and common denominator of everybody's life — at least in the beginning of coaching — is that they live in the physical universe, because that's where we are visibly located. And it seems, that the bulk of our problems come from the physical universe. So it is from the physical universe that we have to look for the remedy.

If a person realizes their English is poor, the thing to do is to get a physical universe resolution — enroll in an English class. The person can't just sit there and be continuously unhappy with that thought, he/she has to seek out a physical universe remedy. If a client has an upset with their lover and realizes they have held back some communication, you as coach would help the client seek out a physical universe remedy, such as giving up the held-back information and taking some action to clear the lines of communication.

It isn't enough for the client to just sit there and feel good telling you about the problem, because the problem will not just go away. Instead, it will become reactivated once the client is near their lover. Physical universe problems will not be settled until they are handled in the physical universe. Help clients obtain physical universe resolutions early-on in problem solving, and, as your final result and completion. If a client is unwilling to act, then just keep working the issues until their motivation is so strong that they find themselves flying into action spontaneously!

## **Prompting**

As a session proceeds, you may need to prompt a client if they seem to stall or be hesitant about going on. Prompters are basically prodding mechanisms, one line sentences which allow the client to recognize that he/she has allowed their attention to veer. A prompting sentence might be: "Have you located something you feel embarrassed about?" or "Is that all of that?" or "Has something come up that is difficult to convey?"

If the client seems to be in an area where you know there's more to be said, but is not saying it, you prompt as necessary. If a person has been talking for a while and it seems appropriate for you to let him know that you're not just a zombie sitting there, use an "uh-huh," or any verbal acknowledgment that isn't so final that it's going to stop the show but keeps the person going and still let him know you're there for him.

Again, don't settle for responses which amount to confusion or criticisms. Being confused is what the client is doing in the world with his/her problems — running around complaining about whatever's going on and not really getting to the actual cause of the stress. If the client gets into criticisms, steer him/her back on track. There are a multitude of ways to do this. If your affinity and general rapport with the client is high, you can say, "I understand all that, but this isn't getting the resolution to come up." That is a pretty strong coach's statement, and you have to be in good communication with the person to say that. A client new to coaching can be redirected by simply saying, "Okay John, at this point let's refocus your attention on \_\_\_\_\_" (whatever is more productive).

In most cases, the safest technique is just to acknowledge and redirect — restate the question that was asked before all the veering came about. Or you might ask a question which is similar to the one asked previously, or ask a new question about this same issue (still classified as redirecting).

## **Communication: Some Clarifications**

Communication is both an art and a science. It's an art in the sense that a person needs to be creative to be productive. In other words, communication skills are not something that can be applied the same way in every situation. And communication is a science in the sense that there are specific techniques with which we work. The technology of coaching communication is unwavering in terms of it's application and resolution.

Essentially, as said before, effective coaching communication is asking the right questions. Asking appropriate questions is determined by observing the client's relationship to the topic of discussion (the client's issue or problem).

Be sure not to ask a question that will cause the client to evoke lots of answers. A question such as, "Who or what has always bothered you?" will cause an attention dispersal. Though highly effective in specific instances, that type of question could bring up eight or ten different subjects that need handling. "Well, Johnny in third grade, my nanny, my piano teacher when I was a sophomore in high school, my gym teacher when I was a senior, my stepfather, etc." If you reactivate too many charged items at once, you inadvertently restimulate more than the client can handle. This overwhelms the client by assuming too much too fast. Should this occur, simply indicate it to the client, then handle each of the issues, one at a time.

An excellent coaching rule of thumb is; a coach's *silence* and *spacious* presence, predispose a client to both *openness* and *seeing*. If you, as a coach, are silent and safe, attentively being there observing the client, he/she will look for answers and talk about (identify and release) what's been located. Other than providing session guidance, there is no reason for a coach to be *talkative*. Likewise, be unobtrusive with personal activities and movements (sipping water or tea) so as not to direct the client's viewing energy or attention *onto* you.

Whenever you perceive a client seeking answers to your questions, totally absorbed in viewing, it's time to "be invisible." When she is running out (discharging energy from) concepts, and continues to talk about what she has always thought throughout life, and how she can see it could be a problem, etc., know that *your* silence is doing its job. Continue being quiet and invisible. Simply be there and let the client continue (releasing) on that particular point. She is on a positive track, looking into her issues, and you don't want to do anything to disrupt her production. At this point, less is better. You're doing your job.

What you're doing with well-placed appropriate questions is getting the client to evoke decisions, ideas, and considerations about past activities – what has been decided, what has been assumed what any ideas and considerations are about, and what actually has been done. These are the kinds of effects that you want to get out in the open. This is the essence of coaching — getting these things stated.

If the client is not looking into past beliefs (viewing), redirect her by lovingly challenging any assumptions or underlying logic temporarily derailing her progress. If the client is silent and unproductive you gently prompt her to continue.

Remember, in a coaching process, mere *talk* is not necessarily good communication. A person can talk endlessly their whole lives and still not get any positive results — in fact, they might actually get worse. Purposeless talking can make someone tired and hopeless, and consequently, less willing to tackle an area of concern (such as loss). We want effective, interactive communication, not just talk.

Remember, also, there is no such entity as a *hotshot* (solve-all) question. There is no single question you can ask that will collapse someone's case (collective craziness) and produce total sanity. There is always, however, the precisely appropriate question that breaks down and handles every specific area or problem. It's the coach's question that comes just prior to each processing end result. It's the last coaching question in every process which allows the client to crack open a problem area that was previously confused or chaotic. That right question always causes the end result to surface, whereupon the client will have a significant realization and release from the specific problem being addressed.

So, in that sense, there is a hotshot question, but rarely is it ever the first question asked. Coaching is a series of steps (a gradient) which may include the asking of ten or fifteen or even a hundred questions before the client has an *end result* realization. Therefore, don't bother looking for a magic question that's going to set someone free the very first time you ask it. There is no such thing. Coaching process results are a consequence of the gradient sequence of questions, each one going deeper and deeper. A Goal Program™, or any valid processing supports the client's *seeing* unexamined limitations which appear in an orderly, easy-to-release fashion.

## Body Language

For our purposes in this training, we will define *client indicators* as those reactions or physical responses a client displays in response to a process in session. Indicators can be separated into two general categories: stress and release. Stressful indicators are evidence of a client problem. Release indicators signify the client is doing well. Release indicators are evidence that the client's characteristics are extremely upbeat. (Laughing, smiling) Stressful indicators, are evidence that the client is experiencing problems. (Grief, frowning, disinterest) Facial expressions, breathing changes, body motions, and emotional changes 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, or eyes which suddenly go dull, are prominent indicators which are difficult to disguise. This is fortunate, because the majority of coaching sessions activities are based and determined by the appearance of client indicators. The moment-to-moment direction of questioning is based on these indicators. If you, as the coach, prompt the client for a more complete response on a delicate issue by asking "Is that all of that?" and the client turns red, looks away and shifts uncomfortably, that's an indicator, in fact it's three indicators. And what they are telling you is, "no, that's not all of that."

If the client says "Yes, that is all." then you can ask, "Did you have a consideration there? Did you have a thought there? Is there something you haven't told me?" or any other kind of appropriate prompting question. The key is to watch for these indicators because they act as

signposts.

Observing and recognizing indicators during the course of communication is essential because they are signals to be alert because something new has developed. You've got to recognize it prepare for your next move. Body language is an outward manifestation of what is going on within the client, so we, as coaches, have to be aware of all indicators and understand how to use them to further the productivity of a session. In fact, a missed indicator can ruin a session, especially on something like a hold-back question. Changes in speech patterns or vocal tone, criticalness, sudden mis-emotion, eyes looking away — all these changes are indicators, so watch for them.

### **The Identifying Process**

Coaching is essentially an identifying process. A client comes into session with a confusion or problem, some sort of dilemma, and the coach helps the client identify the cause or causes of that particular problem. As noted, this is handled by maintaining session management and asking an appropriate series of questions which steer the client to a clear view of the confusion or problem as it becomes available.

### **A Coach's Presentation**

Again, the importance of unencumbered presentation by the coach, cannot be emphasized enough. In any session, the coach's sole interest is maintaining the client's focus on self-expansion. A coach's presence, direction, positive control, appropriate questions, management and guidance allow the client to focus attention on the questions, issues and activities that will result in client self-betterment.

### **Guiding Client Viewing**

The definition of the term, confront, means to "be there with" or "face up to." This is not combative confrontation as in cops and robbers; in the coaching sense, to confront is *facing up to*, or a *reconciliation with* someone or something. The willingness for a client to "confront" stressed issues in session is often dependent upon the safety of the space, the relaxed openness of the environment, and the guiding rapport of the coach.

There's an easy way to tell if the client is ready to "view," and that is by simply watching his/her indicators. If you're running a client on a subject and they're looking down, brow furrowed, shaking their head back and forth — they're expressing doubt — and you've got stressful

indicators (and a befuddled client) right in front of you. They may be thinking: "What am I doing talking about this subject?" And what their indicators are telling you is "confusion, confusion, don't know, can't see." They are in *over their head*, their issues are over reactivated and the resultant stress is more than can be handled.

For a client to view a chosen subject, that subject should be one they can access or "be with" with *some degree* of ease. It is not uncommon for a charged issue to cause a client some degree of discomfort, but to confront an issue, the client must be able to, at some level, face up to and "be there" with that issue.

So if you've done an assessment of a client's issues, and one particular issue seems quite stressed, begin the client's processing with another issue of less stress. That is, if you've got items on a scale of one to ten in terms of stress (i.e., a group of 9s, 8s, 7s and 2s), start with a number two issue first, to unburden the client gradually. By using a gradient approach in selecting subjects for your client to process, the client begins sessioning by first accessing the item which is the least problematic. This provides the client with an initial processing triumph and ensures maximum comfort under fire.

It is a good idea to check for client interest periodically, so as not to coach a client against his/her wishes on some particular issue. However, as manager of session activities, responsible for the best interests of the client, the coach always decides what issues will be best addressed by the client. This procedure ensures against the mistake of beginning process questioning on a stress level which is too high.

### **A Belief Will Prove What is Assumed**

Basically, what we're talking about in reference to handling a client's case, is the totality of stressful issues, craziness, confusion and deviant misevaluated data that the client has accepted and agreed upon as being real. These "inaccurate computations" now do nothing but create more confusion. An exaggerated example of this would be the client who believes he has to keep his horse in the house. What he gets from this aberration is manure on the rugs, hoof marks on the walls, knocked over furniture, whinnying in the middle of the night and much disruption, because somewhere along the line he went into agreement with the fact that his horse must be kept in the house. His inaccurate computation is continuously creating problems for him. Though our horse in the house example is exaggerated, the elements of an unworkable belief system are no less crazy than someone who believes "all men are insensitive," or "all woman have ulterior motives," or whatever aberrated datum a person has come to believe.

A belief is an assumption which is agreed upon (a stable datum) and eventually becomes part of a

fixed belief system. Sooner or later the erroneous assumption will cause problems. Coaching releases these *wrongful* issues by addressing them in session until a client can experience them as aberrated, and subsequently, determine a clear solution.

It is usually a core belief — a hidden cause at the bottom of a stack of fixed responses — which is the source of a significant problem. The core belief does not align with the client's lifestyle, but, since the client operates *from* a belief which is out of rhythm with his personal world, it can do nothing but create continuous problems.

As coach and client go through the process of digging down to the bottom assumption, you will hear an abundance of confusion and chaos as you get closer to the core belief. To access and release the core belief, a client must be able to confront and reconcile his/her own subsequent transgressions and omissions resulting from his/her mistaken system of beliefs.

Again, remember not to employ too steep a questioning gradient which forces the client to confront overly stressful issues at the outset. Start off light to get the client going and periodically check on his ability or interest in confronting a particular area.

A coach always selects the processing issues he feels the client can best handle. The selections are based upon a client's current ability to confront, and the stress level of the issues. As the session begins, the coach selects two or three issues from a master list and allows the client to choose the one he/she wants to process. Regarding use of our scale of stressful issues from one to ten, a coach may find that a client has more interested in running (handling) a stress issue of a #5 or #6 gradient rather than a #2 or #3 — and that's fine. You have a client's charged items on a list in front of you which can be checked off as you address and work on them. The issue the client wants to work on is the one you address. You're not indiscriminately saying, "What do you want to handle today?" The real question is "Which of these (2 or 3 issues) would you prefer to run?"

If you haven't done an client assessment (a list of stress issues) in the form of a Goal Program -™ during an initial consultation, you're not prepared to do in depth work. If this is the situation, be sure to use your gradient technology. Once a client has verbalized a problem and delineated what the confusion is, be sure to break down the dilemma and assess it for goals, essential steps and to-dos. Then, address and handle the lightest areas of the assessment first, easing the client into the coaching program at a confrontable gradient.

### **Guiding Client Release**

A client arrives in session in a state of no confusion, mild or medium confusion, or in total

confusion. Stress levels are a matter of degree. Avoid allowing a timid or medium-stress-level case to confront heavily charged stuff right away.

If you get a person who has just been in a harrowing automobile accident, it's not the time to coach them about the problems they have with a stalled career. The individual is over-stressed at this point and needs to be deactivated before you begin processing any new issues. In this case you may want to wait a couple days for the client to restabilize, or, if needed, process the individual's stresses related to the car accident. Once this issue is out of the way, coach and client may resume processing routines.

What occurs during the processing of an area of confusion, difficulty or stress, *is* a current-time re-activation of past client issues. A process question calls up a client's unviewed beliefs, at which time the coach and client skillfully manage its release.

It is always preferable to ease a client into viewing whatever issues need to be handled. We do this by presenting a potential issue to the client for discussion. Observe the client closely to get a sense of his/her ability to confront and handle the issue. This is determined by the manner in which the client discusses the problem. Ascertain the client's emotional state during his/her overview of the problem. (covered in depth in the Self Coaching Training Program). Is the client exhibiting apathy, fear, anger, antagonism, enthusiasm, zest or peacefulness? By observing the client's emotional indicators, level of confront, and the degree of stress regarding the specific issue you'll be able to determine exactly what type of moves to make and how fast you can proceed with this particular case. Observe closely, manage the session and apply the techniques.

By handling any problem, we are raising a client's emotional flexibility in that particular area. If the client is in apathy about relationships, and has the intention to be in a relationship, be sure to handle apathetic issues and sub-issues the client has regarding relationships. If properly managed, the client will release his/her apathetic beliefs and limitations regarding relationships *and* come up scale emotionally.

We want any issue which is holding a client back to come to the surface for viewing. If we (coach and client) don't go deep enough, he/she'll come back tomorrow in apathy as a result of exposure to some aspect of relationships, be it an experience of a mental nature (a past recollection, failure to take action, etc.) or actual contact out there in the world. What we're doing is fortifying the client's emotional openness by eliminating self-limitations which cause the problem(s). Releasing stuck or invalid beliefs (which precipitate unworkable solutions) reinvigorates the capability to act *and* elevates the client emotionally (to experience more freedom of emotion) on that subject.

Some important points to note regarding emotions: everyone has a chronic emotional level (boredom, anger, enthusiasm) which they experience from day to day at this particular point in life. And, every individual experiences an array of fluctuating emotional levels in relation to a variety of differing arenas of their life. For example, social emotional levels are very often masks, (social circuitry) which result in guarded behavioral responses in societal settings. Aside from social tone, a given individual may be in conservatism as a chronic emotion. But, on the subject of relationships the same person may be in apathy. On the subject of sex, this person may be in enthusiasm; on the subject of work he/she may be at peace; on the subject of relatives, the emotion may be resignation, the issue of money may elicit fear. What a coach needs to know is that each separate domain carries its own emotional nature.

Life is a smorgasbord of activities, and as such, a person's chronic emotion will not always be reflected. At one point the tone is social, at another point, while taking a look at a vulnerable area of life, the emotional tone may be grief, which unlike social tone, reflects an unguarded emotional response to that particular (vulnerable) subject.

A person's openness at apathy is very low, at anger openness is dispersed, at boredom it is somewhat lackadaisical, and at enthusiasm it is expansive. Use these measures, in session, as indicators to determine how best to proceed with a client regarding each specific issue. Once an area is handled, and the causes are found, confusion subsides and the person's emotional level rises. This change provides improved emotional flexibility, both chronically and in response to previously susceptible issues. The result of client coaching is response, not reaction.

Remember that a false belief, or unconsciously agreed-upon idea, is simply a miscalculation of data. Adopted as part of somebody's lifestyle, it will now create confusion, stress and problems. It sits in the shadows and literally festers. These are the kinds of mental constructs we help the client to unearth, re-experience and dis-create. We are unconcerned with the accompanying chaotic characteristics; we want to get to the bottom of it all and release the aberrated core belief. When the absurdity pops up, the client will see it, re-experience it, and then manifest the end result of release — feeling loose and easy, demonstrating release indicators and going into self-determined action on the resolution. Being at choice. Remember, a gradient series of appropriate questions will eventually produce client clarity.

With regard to the subject of guiding client viewing, let's summarize. We want our client to view what he/she can with comfort and interest. We want to reactivate the client just slightly; getting he/she to look at what they can, without overworking or underworking. Use a gradient series of questions and approaches to successfully get the person into and out of the area in one piece. Gradually challenge the client to view and release additional stresses to a release; thereby shifting he/she into a space of clarity.

## **Reducing Client Openness**

One of the fastest ways to undermine a person's openness to viewing is to get them *overcharged* by tackling a number of stressful issues at once. Session cycles are handled one at a time. There is less than zero value in simultaneously reactivating 6 or 7 subjects. Doing so, though far from fatal, will slam the door on any session productivity.

An overcharged client looks a bit dopey, starts to yawn, eyes go dull, and any sense of vitality starts to disappear. This is the direct result of not completing each coaching cycle. Be aware of what you're doing. Tackling too many issues at once, or reactivating issues and leaving them unhandled are two nasty variations of session mismanagement. Have a client contemplate what they can, as they can, one issue at a time!

At this juncture an analogy is in order: think of your client as a magnifying glass. If you're trying to start a fire and burn up a case, (the client's focus being the sun), you've got to know exactly where to hold that client - as a magnifying glass - in relation to the area (the case) you're trying to set afire. If you're too close, you're out of focus. If you're too far away, you can't get enough light on the subject.

Always remember to use a *gradient of inquiry* and keep abreast of the indicators of the client. Have them confront what they can comfortably. Be there, manage the session, use the techniques and otherwise get out of the way so you don't slow the flow.

## **The Coach's Stressful Issues**

A coach must be ready and willing to accept whatever is going to come up in session. The majority of times sessions run smoothly without complications. The client is moving along at a good clip, and you're progressively guiding he/she toward a resolution of the problem. Once in a while however, something will come up that approximates your own case. You are a little crazy about dentists or whatever and so is the client. In other words, your stressful issues could become an issue here, but *only* if you let it!

What you need to do is recognize what's going on and remain open and present during session. Be there as a coach for your client. Work with this person and don't go into agreement with or believe that just because he's talking about dentists that you're going to get into case trouble. You're not there to do that. Your task as coach is to keep the space of possibility open and that's all you're doing there. You're not getting stressed out by the client's case or contemplating your own troubles. So, if you're a little goosy about cockroaches and the client begins a dissertation

about how horrible cockroaches are, simply be there for the client, don't go running out of the session (mentally or physically) having some sort of craziness going on. "I can't coach this person because their stressful issues are exactly like mine!" That's not the way coaching works. If a surgeon becomes queasy at the sight of blood, he's not too useful in surgery.

You as a coach don't have issues in session. If you have any confusion about how you don't have stressful issues in session, then you're already one step too far into it. You simply don't have any. Period. If the issue of your case in session remains complicated, get coaching on your own issues about coaching!.

### **Client Depreciation**

Basically, depreciation means *to make less of*. In a session there is no room for this. Never force a client to look at something "negative" about himself. That is not coaching. It can throw a client into overwhelm and cause a severe upset. Depreciation plugs a client into all the times he/she has been depreciated in the past by anyone who has done so. Eliminate depreciation. It doesn't work.

### **Coach's Evaluation**

Evaluation is somewhat in the same category as depreciation. Remember, you're being a mirror for 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 and spoon feed "his" realizations to him you are making him dependent on your "good ideas." A coach's valuation can cause a client to *stop looking*. Instead, get them to see for themselves. Don't deprive them of their own power to realize the truth. If you tell him that all his life he's been a baby or a dummy or milksop, it's very likely that person is going to take that as gospel; after all, you are the coach.

Remember, where there is rapport, there is hypnosis. The potential for suggestion. You seem somewhat of an authority figure, somewhat of a guru, 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 buy it. And buying a whole lot of OPGIs (other peoples good ideas) is exactly what has gotten him into trouble. You do not want to install a new belief system.

A majority of his stresses, the issues he has, are largely a result of accepting evaluations and depreciations from other people as truth (second hand information). All of which now cause him to create confusions when he tries to align or fit them into his life. Essentially, evaluating is 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 a specific subject or aspect of his life.

Save your evaluation and use it only (sparingly) when the client just can't get it himself. Even then, evaluate as little as possible. Great coaches say little; but invisibly support the client into full realization.

When in doubt ask them the same questions they ask you. Turn the "burden" of finding out back to them. What do you think you should do, Mr. Client?

### **Session Administration**

Always keep a record of the session. It needn't be too detailed. Essentially we're talking about paper, pen, probably a clipboard on your lap — something upon which to make notations about what is happening in session in terms of progress, specific subjects the client mentions, things that keep coming up for he/she, and indicators. This is nothing that must be too specific or uniform, but, rather, legible notations to which you can refer.

Your record should contain the client's name, starting and ending time, actions undertaken, notations regarding your actions, general responses, how the session ended. Don't turn it into some sort of steno work. You're not sitting there and writing the whole time the client is discussing things; you're just noting the importances of the session so you can review the case (I perform this function often) as the hours of coaching accumulate.

Remember, when you are writing in session, do it as unobtrusively as possible. You want to avoid having the client's attention on you rather than on his issues. He's there to handle his issues. You're there to direct him and guide him into handling the issues he wants handled. Don't allow session administrative work to keep this from happening.

### **Dictionaries**

Always have a dictionary handy in session in case a confusing word comes up, or you ask a question with a misunderstood in it. Since you don't want to evaluate for your client hand him the dictionary so he can look up the word himself.

### **The Coach's Responsibilities**

The coach is responsible for everything that happens in session. You are *at cause*, the session manager, assisting the client to realize she is bigger and *other than* her stressful issues. She is a sub-cause in the session. You're the one who is directing and she'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're not speaking loud enough." Put responsibility on yourself and say "I didn't get that," or "Say it again, please." Take full responsibility for every aspect of the session.

## **Coaching Guidelines**

Always keep coaching appointments once you've made them. Don't be late or cancel a few minutes beforehand. When you break your agreements, you bring the client into session with resistances that may be difficult to handle. So keep your appointments and you'll avoid such problems.

Do not coach a person who is insufficiently rested, physically tired, improperly fed or hungry. These are potential issues you want to check out at the beginning of the session.

Keep sympathy out of the session. You don't want to be a hand holder. Sympathy can actually cause a situation to worsen. You're not there to sympathize with the person. You're there to be effective. Sympathy causes the client to feel even more trapped in their current condition. It is an unconscious flow of agreement between coach and client that sticks the client in the "wrongness" of their "insurmountable" condition. It further creates "poor me" through unknowing agreement. It is the coach buying into the point of view of the client. Maintain a space of infinite possibility.

As a way of providing predictability and structure for a client at the start and end of each session a coach always says, "Start of session," and "End of session." Part of being fully responsible for a session is ensuring that a client doesn't begin or end a session on his/her whim. You start it, you complete it. You manage the session consciously. You never walk away from a client in session and you don't allow the client to walk away from you. Consistent coaching guidelines ensure productive client results. In short, you're it.

Create a Goal Program <sup>TM</sup> *with* the client so he knows where he is going. Finish every action you start, and don't run an issue beyond its end result. By doing that, you plow the person right back in. You've brought the issue up and reactivated it, you've had the client take a look at and deactivate it. Don't go beyond a release point. Once you've gotten the end result, end off. Proper end results produce free and expansive clients.

Keep your rapport high. By doing so, you're going to create good communication with and affinity for your clients. Likewise, your clients will have affinity for you. Reality will be established. You become real to the client, the client becomes real to you. The communication lines grow stronger and stronger and will thereby support the weight of significant issues yet to

come. Build rapport and grant space. Space is generated when you spot who a person truly is outside the illusion of problematic behavior. It is *knowing* the other as separate from their trappings. (This is further elaborated upon in the spiritual technology of Self Inquiry)

Communication must be maintained throughout the session. Refrain from comments or activities which may divert the client's focus. The client realizes, "Hey, I just realized why my grandmom was more a mother than my real mother was." You don't jump in with, "Hey, that's true for me, too." Keep your personal stuff out of there. Otherwise, the client's attention will shift away from viewing his/her case. Which is exactly what we *don't want*.

Always provide a client with appropriate questions, and the most productive sequence of questions. Questions which will most likely lead to a fruitful path of realization. Word each question so the client can understand it in *his* or *her* reality. Don't ask a poorly worded question. It will cause a person to do something other than what you want them to do. Handle each item before going on to something else. Never ask more than one question at one time. Always get an answer and acknowledge it. If you have to sidetrack for a moment to handle something else — Godzilla comes through the wall — fine, escort him out, and finish handling what you started. Don't leave anything undone.

Another issue which is your personal responsibility is not justifying or explaining away any of your goofs in session, whether real or imagined. The client's focus will shift to you. Stay away from that.

What goes on in a session is privileged information. A coach is not to use any session content for punishment, personal gain, or any other purpose or vested interest.

Screen your clients to see that they are suitable for the work you are willing to do. If you do not feel an openness and a willingness to communicate with them, refer them to someone else.

Your tone of voice in session can express many things, few of which have any value. Mood, judgment, impatience, attitudes, etc. have no place in coaching. Keep it natural, professional and straightforward. Be clean, be clear, have affinity and grant space when you discuss, inform, ask, or acknowledge.

### **Forcing a Client**

To force a client to go into an area, or beyond any point they do not wish to go, will cause an upset. There is no excuse for doing it. Forcing can cause the client to doubt you, the very last thing you need. Beyond that the picture gets even worse. Threat. Depreciation. Upset. Betrayal.

A client is there to re-contextualize beliefs. If they find more than they can confront, you must not force them into it. The correct action is to find out why they don't want to continue. If it's a matter of prompting or prodding to get completion, that's a different story. But do not use force in the session. It doesn't work.

### **End Result Interruptions**

It's a serious goof for a coach to interrupt a client's realization. Release and realization are the end result of each session process. That result is everything we've been working to achieve. Please do not move, twitch, interrupt or say something when the client is near the end of handling a particular problem. He's going through the realization stage, sorting things out for himself. You can tell what's going on by the high level of interest. Probably looking up or looking out. He'll have an aspect of becoming clear. Please don't do anything to cause the client's attention to go onto you. Just sit there quietly, unmoving, don't do anything to distract the person from the path he's on, which is going to be productive. This is the beginning stage of the end result. Just be there with the client, invisibly.

### **Starting a Session With a Vacant Client**

When you go into session and your client appears to be dull or have his attention elsewhere, it's always a wise idea to utilize some objective coaching on him until he comes into the moment. There are many objective coaching actions. Revitalizing a dull client is simply a matter of selecting the right one — looking around the room and observing things, having the client touch objects, feel the texture of a vase, turn a lamp off and on, stand up, going over and touching the doorknob, feeling the wall, spotting things in the room, picking them up, observing them, putting them down again, sitting down in a different chair.

Run this objectification until the person extroverts or shifts. Once his attention is free, you can sit down and get something done. Objective processing brings a client into the moment. The result of releasing obsessive thoughts which prevent perception of the present. This exercise also increases the client's sensitivity to a more subtle experience. More on objective coaching later.

### **Laughing in Session**

Remember that naturalness, rhythm and flow are priorities in session. Laughter fits in all this, but it can also cause a noticeable attention shift and be a source of trouble. 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**

A coach who is nervous in session can be a real problem for the client. Remember, the client has some amount of fear about viewing her case. If she perceives the coach as being nervous, it's a double negative. Her attention shifts *and* she goes into doubt about the competence of her coach. The remedy for in session nervousness is to get sufficient coaching sessions to gain certainty on coaching procedures. Your own results are your best centering tool.

## **Answer Delays**

Nothing is more disconcerting to a client than a coach who delays communication in session. The client 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 delays at all cost. When you as a coach are in the moment, the truth in the form of great questions speaks through you!

## **Coaching Transformative Communication**

As a coach 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, you ask no timid questions and hold no bias. Effectiveness is your byword. You're never a salesperson in session. You have no preconceived notions about a fixed outcome, and no vested interest in which personal path the client takes to his/her ultimate resolution. Your only concern is the successful handling of issues.

## **Good Coaching — What it Really Is**

Good coaching creates alignment between the coach and client. The two become allies. Working together lays the groundwork for establishing *client clarity* regarding the alignment of his/her own personal purposes and goals. We, as coaches are searching for, locating, and systematically challenging ill-favored purpose and goal belief systems in our clients' lives. The "I must do this and that," or "people expect me to do this." etc. We do this simply, effectively, by getting the client to view his or her activities, (both physical and behavioral) to a) validate what works and b) correct that which is not working.

Behavioral misalignment can have a multitude of different causes. Basically, a client goes into agreement with some stress-producing belief and attempts to model his/her life after it. Or, someone may invalidate, evaluate, enforce or coerce a client into odd methods of dealing with his/her existence. The causes of mis-experience can seem to come from anywhere.

The effects of *blind* belief are all non-optimum for the client. A coach helps to discover the core beliefs underlying the client's complaint, then works it over until the true nature of the problem is clear. The coaching process unearths the misalignment. Once the misalignment is thoroughly viewed (along with its corresponding beliefs), we then ask our client how he/she envisions the bettering of the problem. This includes soliciting suggestions about how to best deal with the exact area(s) of stress.

Example: A client comes to you complaining of body pains, especially in her 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.

This problem is easy to spot. 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 inquiry into the area (to examine the misalignment), the client gets the idea that having pain isn't fashionable, decides to buy her own shoe size, and drops her considerations about what is fashion conscious.

Leg and foot pains are no longer a problem once the client realigns her purposes with her lifestyle. The problem simply falls away. So the rule, then, is to discover the misalignment and get the client to release his/her concepts about it. With the goofiness out of the way, coach and client can now create an aligned course of action, a mini Goal Program, and proceed to the next problem.

## **Objective Coaching**

Objective coaching is any type of extroversion process which physically directs the client's attention outward. Example: "Touch this," "Feel that," "Walk over and grasp."

Objective coaching liberates a client's *fixed* or *stuck attention*, thereby enabling he/she to freely address session issues. Objective coaching is advisable for any client who has come in for his appointment looking dull or attention-dispersed. One of the most useful objective coaching exercises, *Look around the room*, is performed as follows:

Coach: Look around the room and notice something. (Client locates it.)

Coach: Okay. Walk over to it. (Client does.)

Coach: Fine. Fully experience it without thinking. (Client complies.)

Coach: Good. What did you experience? (Client answers.)

Coach: Thank you. Look around the room and notice something.... (New cycle is begun.)

This process, as with all objective coaching is continued until the client *extroverts* and displays the *indicators* of being present and ready for session.

Another objective exercise, *Experience and let go*, aids a client in confronting his/her environment. Working with this technique will create a fuller experience of any environment, and, an increased ability to reach for and experience whatever the client sees without reservation. *Experience and let go* is an elementary process which creates openness and heightened sensitivity. This attention-gathering tool brings a client into the moment. The exercise is performed as follows:

Coach: Experience (any selected object) and let go of all thought while doing so. (Client does)

Coach: What did you experience? (Client answers)

Coach: Okay. Now, be the space around the object. (pause a few moments)

Coach: Good. Now, be the object. (pause a few moments)

Coach: What did you experience? (Client answers)

Coach: Experience (any selected object) and let go of all thought while doing so. (New cycle.)

The process (as with all objective coaching) is continued until the client *extroverts* and displays the *indicators* of being present and ready for session.

## **Affirmation Coaching**

*Affirmation* coaching is another method of freeing attention from problematic issues by having a client create an opposing, positive statement for his/her "stressful" issue(s). Example:

1. Client Issue: I force my beliefs on others.
2. Opposite affirmation: I willingly allow others to have their own beliefs.

After stating his/her issue, (like item #1 above) have the client create an opposing positive

statement (like item #2 above).

Have the client affirm item #1 aloud.

Ask the client what came up for him/her. "What came up?" Listen.

Client tells you.

Listen and acknowledge.

Have the client affirm the positive statement (#2) aloud.

Ask the client what came up for him/her. "What came up?" Listen.

Client tells you.

Listen and acknowledge.

Have the client affirm item #1 aloud again.

Ask the client what came up for him/her.

Client tells you.

Listen and acknowledge.

Have the client affirm the positive statement (#2) aloud.

Ask the client what came up for him/her.

Client tells you.

Listen and acknowledge.

Repeat the cycle until things stop coming up for either issue #1 or #2. You have emptied out the issue. Now run the other issue until it runs down. Check them both again, running whichever is necessary until nothing else comes up.

The end result is a healthy realization on the subject, or the client willingly experiencing each viewpoint (positive or negative) on the subject with nothing coming up.

Utilizing objective coaching like *Look around the room*, objective/subjective coaching like *Experience and let go*, and *Affirmation* coaching can be an effective 1,2,3 processing sequence to release problematic issues.

The following sample coaching sessions provide a look into processing session activities, coach and client interactions and practical suggestions.

### **Example Coaching Session #1**

The client has some relationship/romantic problems.

Coach: Okay. Start of session.

Client: Good.

Coach: The area we want to handle next is the problems you've expressed to me about your romantic life.

Client: Yes. That's what I want to talk about.

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

Client: Well, it seems that I'm always creating 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 shoulders.

Coach: 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: Fine. 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 spiritually.

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?

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 garbage out of the road.

Coach: Okay. What, then, are you putting out that serves as a barrier to your having sexual relationships?

Client: I guess, a lack of sexual energy.

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) Gosh! You know, I do. I seem very interested and have always had a White Knight way about me that attracts problem cases.

Coach: (Silently "being there," not distracting the client.)

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

Coach: (Ensuring that the client is through.) Okay. So sympathetic energy 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 myself.

Coach: Good. Can you do that?

Client: Sure. It's more natural for me anyway.

Coach: Okay. How will you start?

Client: I'll start by communicating my feelings to those I'm involved with and I'll watch closely for the emotional level of those I meet.

Coach: Good. When?

Client: Immediately.

Coach: Good. Will that work for you?

Client: Well, its got to be better than what's been happening.

Coach: Good. Then next item we want to handle is....

## **Example Coaching Session #2**

The Situation is that the Client is Jobless

Coach: What's happening?

Client: I've looked everywhere: newspapers, employment agencies . . I 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 be one, 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! (Release-like gestures and indicators.)

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, so I quit going to school and started 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, but right now 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 girlfriend wouldn't be proud of me then. I should be a stockbroker or something like that.

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. (Pause)  
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: (Realization) Yes! My life was going a hell of 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 into a lot of reasons for getting sidetracked. Sure. I'll do it.

End of session.

### **Example Coaching Session #3**

The client has relationship difficulties.

Coach: How can I help you?

Client: I've been having a relationship lately that's been ruining my life. I'd like to get a coaching session on it to see if I can get this relationship straightened out and feel better about it so I can go about my 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 a while 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 EST, 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. I'm feeling paralyzed...

Coach: Okay. When did the relationship start getting bad?

Client: That was about two 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 make me wrong. For everything. No matter how hard I've tried to do something right, there's always something wrong with it. If there are ten things for me to do for her, I do nine of them right and one wrong. And she puts all of her attention on the one wrong thing that I do. Maybe I *am* no good.

Coach: Alright. Who told you 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 all wrong.

Coach: Okay. How was your relationship at first?

Client: It was really great. We both met, we had a lot of fun, good sex, and 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: Okay. Who are you involved with or 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 and my scene. Seems to sort of side with Alice now about a lot of things that Alice finds wrong with me.

Coach: Alright. What's this person's name?

Client: Her name's Carol.

Coach: Okay. What would Carol gain from you 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: Okay, did you do any transgression against Carol to cause her to become upset with you?

Client: None that I can think of.

Coach: Okay, did you break any agreements you had with Alice?

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

Coach: Thank you. Is there something you thought of there?

Client: I .. uh (embarrassment)

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

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

Coach: Okay. 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 kind of funny. I don't know whether she knows about it or not.

Coach: Fine. 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 one string we have that holds us together.

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

Client: Once.

Coach: Alright. 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 is that I was out at a singles' bar trying to get laid.

Coach: Okay. Did you succeed?

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

Coach: Fine. 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. As a matter of fact I thought she might have been there or one of her friends might have reported it to her.

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

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

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

Client: Other than the upsets, probably none. (Laughing) I 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. The relationship is over.

Coach: Alright. 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: Okay. 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 had ever had sex with a man, and I told her no.

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

Client: No. (Client looks clean. Client has come up emotionally 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.

Example #3: Second Session: The client is dealing with relationship handling.

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: Alright. What's the worst that she could do with what she knows?

Client: I guess nothing really.

Coach: Okay. 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 same way.

Coach: Good. 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 the pain of it all and have a chance to put that energy into 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: Okay. What goals and purposes do you have in common with Alice?

Client: Lots of them!

Coach: Thank you. Which ones?

Client: Well, er, ah (no answer). 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: Okay. 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: Good. What's kept you from talking with Alice about your individual and relationship goals and purposes?

Client: That's funny, I don't real really know.

Coach: Alright. 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, statistics, plans, etc.)

Client: (Goes home with the intention of talking to Alice about these.)

Example #3: Third session on relationship handling.

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

Client: Terrible. With Alice - Gosh, 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 that are even similar with hers. She's doing one thing and I'm doing another and the truth is we can't even talk about it. It's really interesting, I see that Alice is suppressing my scene and I'm suppressing hers. We really don't have a lot in common. And I can very much see these communication issues are 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 the relationship.

Coach: Okay. 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: Alright. Have you caused her any pain or upset that you feel guilty about?

Client: Yes, I have. I banged up her car about three months ago and I never did pay the bill. And that's been quite a problem.

Coach: Okay. 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: Good. 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 desire 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: Thank you. 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: Okay. How long have you felt like this?

Client: All my life.

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

Client: When I was eight years old I had a girlfriend and I felt pretty good about her.

Coach: Fine. Was there another time that you had a girlfriend that you felt good about?

Client: When I was a freshman in high school I remember I could be myself with women. (Client

realization) 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 from 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: Good. I have a training routine that you could use 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 our 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 onto Alice if I could confront this thing with women and communicate better with them.

Coach: Okay. See you next session.

Example #4: Fourth session on 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 that I'm trying to impress women. And I feel as though I, myself, who I am, am not impressive enough.

Coach: Okay. What particularly is non-optimum with you that you feel you must falsely blow up or 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: Gosh, nothing.

Coach: Okay. How about telling the person who you're talking to that you feel shy.

Client: Gee, I never thought about that.

Coach: Fine. 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: Okay. How else do you feel around women that may be a barrier to your communication?

Client: I feel that I'm not successful.

Coach: Okay. Successful at what?

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

Coach: Thank you. But what particularly? Successful with what?

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

Coach: Okay. What aren't you successful with that if you did succeed at you would consider

yourself successful?

Client: I really don't know.

Coach: Okay. Who told you that you weren't successful?

Client: Jane, Dean, 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: Alright. 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 pretty well, I'm good in sales, I'm not a bad piano player. I really see that a lot of what I think is a generality — it's not very specific.

Coach: Good. 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 meditate beforehand with a friend so that I really am there when I go out. If I find myself not being there, I'll just tell the person what is happening and I know I will feel better about it.

End of session.

**SELF-COACHING TRAINING PROGRAM -TM**

written by

**Norman C. McVea Ph.D**

## SELF-COACHING TRAINING PROGRAM -TM

### INTRODUCTION

As expanding human beings, we work at improving our abilities to: memorize and recall information, increase our communication and problem-solving skills, pre-experience our actions to discover whether they will be successful or not, deal with upsets, and move off fixed conditions. Through such improvements, we regain the willingness to exercise our creative freedoms.

In decades past, my friends, associates and I searched vigilantly for workable methods to promote and expedite our evolution into higher planes of existence. The unanimous result of our collective search was the procedure of coaching. To expedite our growth process, we use coaching to speed the unfolding of our true potential. Specifically, we use the coaching process to penetrate and gain knowledge of our self-limiting subconscious programming. When our personal 'craziiness' is released, clarity arises. Clarity regarding important situations, pertinent personal issues and the unburdened nature of our true selves.

I wish to acknowledge you here for your commitment to life and self-expansion. I see your participation in this training as a declaration of your willingness to genuinely confront and improve your condition(s).

I specifically created this program for like-minded people. The fact that you are reading this manuscript means you know you are creating your life, or you are willing to discover *how* you create your life. If you are interested in discovering how you've assembled your existence thus far, to view the *seemingly invisible* mechanisms behind the scenes in your life, you've arrived at the right place and time for a reality check. So, are you willing to create *learning experiences* for yourself? Do you prefer knowing over pretense? Are you willing to establish communication with your Higher Self? Are you willing to let go of your pretenses (and experience some discomfort and even overwhelm) in order to reach a state of "knowingness?" If so, The Self-Coaching Training Program -TM materials are designed to facilitate rediscovery of your true nature.

The technology in this manuscript is for individuals who want to meet life as a challenge rather than crawling through it as a victim. That probably says it the best for me. It is for people willing to go through some discomfort now, if necessary, so that in the future, they can live life exactly the way they want it. It is for those individuals who would rather not procrastinate (put off facing something and coming to grips with it). It is for those who would rather get down to it, deal with the issues right now, be done with it, and move on to enjoying life.

This is not a technology of escapism; it is a technology of finding and embracing the truth. Only truth will relieve unwanted conditions, bring about freedom, and nurture the expansion of abilities. It was said long ago, "The truth shall set you free." It is not my truth nor anyone else's that will set you free. It is only yours. You discover that truth through your own process. By looking at your past experiences and making sense of them by processing out unconscious events and getting at the truth. In the end, you will end up with the truth. And that is much more important than somebody else's evaluation or notion of it.

Look deeply into your experience as a being during this self-coaching training program. You will notice at certain points your mind claiming this is not it; this is not the program you thought you were buying. Trust in your original intention to learn what is here. Thoughts can be deceiving, and you will want to open your mind and experience, especially when the thoughts seem to close down to what is presented here.

You may notice *what seems to be* the same data tends to be covered over and over again. In reality, each time a concept is repeated, we are gradiently adding to the foundations of that concept. I wish to establish a strong basis for all of our work together and for your personal coaching by thoroughly introducing you to the technology before we enter into the heart of coaching. Stay with me if you feel lost or frustrated. Look up any words you do not understand in a standard dictionary. You can also re-listen to the training program as many times as it takes for you to gain a full understanding. There is an enormous amount of material here, and you will incorporate it as you go through the training a couple of times *or more*. Do not let your mind fool you into thinking that there is little or nothing here. The bio-computer you call your mind may come up with numerous reasons why you should not continue or should never have started. This happens most profoundly when your mind cannot understand a concept or a word we have introduced. So please remain conscious of this, and really intend to understand and absorb all that is here.

The purpose now is for you to begin looking at, and understanding how coaching concepts will apply to your own life, your relationships, your personal development, and maybe in the professional work you do. You may be a professional therapist, coach or an educator. Maybe you are in middle management and could use this technology to better manage employees. You can use the technology with your children, wife, husband, spouse, friends and associates. Perhaps you'd like to use it with your parents. Ultimately, you can use the technology on yourself. You can employ it to unscramble and help recontextualize non-optimum issues and situations in your life; to quickly get down to the truth.

You may already feel you communicate beautifully and problem-solve well. You might be

starting a business or perhaps you already own a company. Maybe you have had or have striven for success in the arts. Perhaps you have stress or are troubled in a particular situation and would like to de-stimulate and relax about it. In any event, this technology will present to you the dynamics of release coaching which you can utilize in opening your mental channels to attainment. As an expanding being, you can enhance your ability to ask yourself questions that trigger movement or growth; to gain knowledge of and penetrate the subconscious; and to create clarity regarding situations and issues that concern you. This is called self-coaching. Everyone self-coaches, some do it with more results than others. This program can easily make you a 10 times more effective coach. Both in coaching others and in coaching yourself!

Your full potential for ability and responsibility is staggering. I am presenting this technology of coaching and self-coaching to assist you specifically in getting through the stresses you are dealing with and to resolve situations more easily; with less time and effort. Subsequently, releasing stress and resolving situations should will more reliable and therefore more fun. In summary, we are looking at a technological product you can utilize with ease in your life to help you reduce stress, resolve problems, clear up upsets, drop fixed conditions, and ultimately, to actualize your goals more quickly. This program is also a turbo boost to those who utilize my Goal Programming-™ technology. This material can easily help you become a more skillful coach; coaching yourself and others to create Goal Programs-™.

In the final part of the Self-Coaching Training Program -™, I've outlined other programs that, should you choose to participate in them, will assist you more specifically in breaking through and transforming the unwanted conditions you personally experience. The programs I have designed for you are cost effective, easy to apply, and serve as an extension of your ability to coach yourself. If you are currently receiving coaching, this technology can quickly expand your ability to be a coaching client. This educational coaching process will help you understand coaching at the deepest levels. It will help you become a knowing participant.

What results might you expect from utilizing this technology? Expect a *lightening up* of the effects the past has had on you, and currently exerts upon you. It is possible to erase its "negative" power completely. If you properly apply the technology, your work will enable you to live happily and effectively, make a greater contribution to yourself and others, increase your ability to be productive, and release your self-imposed limitations. I like the term *self-imposed limitations*. I believe you will find your limitations have in fact been self-imposed. *The coaching processes contained within this work are keys for getting to the bottom of those limitations, for confronting how you created them and how you programmed them for your apparent survival.*

We are going for breakthroughs and transformation; to transform the quality of your life in every aspect of your beingness, doingness, and havingness; to have your life turn out exactly the way you originally intended. In other words, we are intending that your dreams come true by lifting the veils of unconsciousness which have settled around these personal issues and consequently "paralyzed" your higher will. Together, we can work to open your consciousness to that higher will and actualize your dreams.

I do not see myself coaxing you into realizing that you are responsible for your life. The coaching we shall be doing together will allow you to realize this for yourself, and to release any notions that responsibility implicates blame, shame or regret. If you could experience having created your life as a result of your own actions, the way it exists currently, would you welcome that? Would you welcome discovering you are at cause over, and in charge of your life? That you were in charge in the past although it may not have felt that way at times? You have always had the potential to manifest your goals although your level of mastery over adverse mental forces may have felt inadequate at times to accommodate an opening to your intuitive impulses. Indeed, you may have already come to the foregoing conclusions. We have an immense amount of ground to cover here to assist you in your growth, so stay with me.

Please note that we do not cure anything or bring about any kind of a cure through this work. We are not in competition with the American Medical Association, and we are not prescribing medicines, nor are we really trying to cure physical conditions. We design our work to assist clients in raising their willingness to experience life; to have them release *believed* limitations; and to assist them in operating with their own abilities in full capacity. Our aim is for each of our clients to be responsible and open to those effects, or experiences, that he or she wishes to have. To release those belief systems that superimpose limitation.

Often times, in working with a client, a physical disability or physical illness does dissipate. It does happen sometimes, just as taking a vacation can bring about a release from physical illnesses. However, when dissipation occurs through the coaching processing, it is more profound and permanent. By reducing stress, and bringing about a reduction *or* a letting go of past patterning, an individual is in much better shape. Those predisposed patterns from the past no longer afflict the individual and the individual chooses to get well. Or you could say the body takes over and moves ahead without the barrier. The body's natural functions take place unimpeded. So, these techniques are not intending to cure anybody of any physical illness. If you have a physical illness, I suggest - as I do with all my clients - that you see a qualified health care practitioner who can treat you accordingly.

Also, if in working with me or in working with this coaching technology an illness does clear up, I would like to tell you the technology did not cure it. It was you, or God, or the Spirit, or your

Higher Self. This technology may have operated as a catalyst, similar to, I believe it was, Voltaire's friends who told him when he was on his deathbed that he was going to receive an award. Voltaire got well, got up off his deathbed and went out to receive it. My mother did this with me when I was a child. I was once sick and she let me know that the girl I had always loved was now at the door and wanted to see me. I replied, "Oh, gosh, I will get up, I am fixed! Where is this person?" People do get over conditions, especially when, as in the two previous examples, the level of necessity is raised. Getting over a physical condition, in the case of our work together, is not due to our focus on curing the physical illness but rather the release of stress and subsequent increase in awareness, allowing you to choose a more beneficial energy investment.

***The first step in handling an unwanted condition is gaining the willingness to be open to it.***

To accept some part of it. You must be aware of a problem before you can actually see or create the resolution. What we are doing Release Dynamics Coaching -™, is looking for the source of particular unwanted conditions: a problem, upset, stress, or barrier. . . .

Self limiting beliefs come in many forms and underlie many mental manifestations. Unwanted conditions spring from decisions and statements, considerations and ideas, conclusions and beliefs about past mis-experience. All of these can be tremendously stressful, especially if they are inaccurate in terms of the real world. For example, let us say you felt that the lack of gravity brought about the color orange in the world. This notion could cause you difficulty every time you saw the color orange. You might assume gravity was inoperative and therefore, you could simply walk up a wall; subsequently, you would find yourself very disappointed by both gravity and the wall. The techniques in this coaches training would then assist you to explore and re-evaluate your notion and significance of the color orange.

Throughout our work together, I request that you remember and keep one truth in mind (I will even remind you of this and elaborate on it a number of times to make sure you do not miss the concept): If an unwanted condition persists or continues, you have not seen the total truth about it. You have not "real-ized" how you put it together or "wired it up." When in fact, you do see the total truth, the unwanted condition will vanish. Release Dynamics Coaching -™ technology teaches you how to discover and release the specific causes of issues; the how, when, and why of it's existence.

## **SELF-COACHING TERMINOLOGY AND THEORY**

### **WHERE TO BEGIN**

Each of us is striving for a more fulfilling, stress-reduced life. We wish to attain our ideal lifestyle with a harmonious blend of creativity, production, and freedom. As we experience daily living, we continually face internal and external barriers to a more satisfying existence. Encountering these barriers produces stress. How successful we are at handling this stress is a measure of our capacity to adapt and flow with life. Some of these barriers have been created over years of *supposed conditioning* and are hidden from the conscious mind. Nevertheless, they influence 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? When we are able to do that, the results appear as stress reduction, an increase in intelligence, and the expansion of our abilities: Overall, the result we experience is "clearing."

### **WHAT IS CLEARING?**

Picture a cloudy day, the sun coming out and the clouds blowing away. What is left is a direct relationship between you and the sun. This is how I like to envision "Clearing"; the result most often experienced in Release Dynamics Coaching -TM.

Release Dynamics Coaching -TM is a highly developed system to assist you in self-inspection; thus, it enables you to penetrate precisely to the source of unwanted conditions in your life and to clear them up. . . .

I see Release Dynamics Coaching -TM as a quick way of getting to the source; not merely confronting the symptom of a condition; not just tending to the symptom or the feeling or the unwanted attitude or the stress that you are experiencing, but actually zeroing in on the source of the unwanted condition.

So Release Dynamics Coaching -TM is a way of uncovering, viewing, and thereby dissolving the structure of ingrained thought patterns and unproductive ways of dealing with life. It is a way of seeing them and enabling you to retrieve decisions from the past that keep you from having the full appreciation of experiencing the present.

### **THE THEORY BEHIND RELEASE DYNAMICS COACHING**

The theory behind the use of Release Dynamics Coaching -TM is to *clear* subconsciously-stored, undesirable belief patterns *and* unproductive belief systems.

We limit ourselves by decisions and choices we make concerning incidents from the past.

Through employing Release Dynamics Coaching -™, we aim to cease the continual creation of such incidents, along with the decisions and assumptions which accompany their crystallization. Thus, the aim is to free ourselves and find ourselves on the other side, doing well. It is a matter of clearing up our beliefs about the past and dealing with issues in the present. Of nurturing ourselves into a position of operating with full awareness, in the absence of inhibition or suppression imposed upon us by our past, unresolved beliefs and incidents. We thereby retain knowledge of our past experiences without the stress or feelings of being controlled or forced or influenced by them.

You may think, "Gee, I've never felt controlled by the past!" I think you will be surprised at the power *and* command value of having *falsely identified* with incomplete communications and stressful incident from the past. Bear with me. As you clear and complete your assumptive beliefs and experience through coaching, you may uncover potentials and rediscover abilities you never realized you had, and may have not thought possible. You see, an ability is an actualized potential brought about by cleared experience.

### **THE PREMISE BEHIND OUR WORK**

We work on the premise that, when you become aware of the total truth with regard to a barrier or unwanted condition, that barrier or condition will cease to exist. Become aware of the truth of a particular barrier, problem or difficulty, and it will cease to continue; it will dissipate and go back into nothingness. That gives you something to think about. The barrier or the unwanted condition will return to nothingness.

Alright. There still remain a number of terms we have not defined or elaborated upon. Let's do that now.

### **WHAT IS COACHING?**

Coaching is asking people all the questions they should have asked themselves but did not; *and* includes obtaining a reply or an answer to such questions.

Oftentimes people ask themselves questions which are not well thought out. The questions tend to come from the problem rather than coming from a solution. They tend to close off alternatives by asking fatalistic or pessimistic, no-solution type questions.

The trouble often lies in the fact that the questioner is the originator of the problem and is therefore so involved with it, that he or she is *barred from accessing* workable questions to re-evaluate and regain an *open* perspective in the area. Indeed, the culprit is lack of objectivity in developing and asking coaching questions. Even when a person's own questions are well thought out, often times the person does not get a full and complete answer to them.

I like to ask people all *the questions* they could have asked themselves, but didn't, concerning a particular issue; and then *get answers* to those questions.

Release Dynamics Coaching technology focuses on asking people applicable coaching questions and listening to and examining the responses that come up - one at a time, as they surface.

The objective person who focuses on and asks the appropriate questions is called a professional coach. My position is to train Release Dynamics Coaches, which, by the way, is a part of my profession that I thoroughly enjoy. A Release Dynamics Coach assesses, asks, listens, directs and gives expert professional guidance. He or she asks questions to help people discover they are responsible as the source of their situations. A Release Dynamics Coach assists each client in looking at unwanted beliefs about existence and improving their outlook relative to where he or she wishes to go. That statement is a good description of a person trained in the delivery of Release Dynamics Coaching -TM.

### **THE PROCESS OF VIEWING**

Coaching is a consulting activity. A coaching action or question acts as a stimulus to cause the subconscious mind to reactivate - as if it were a bio-computer being requested to dump the contents of an obscure program. The stimulus is continued until the reaction is discharged or nullified. *Running* a coaching process brings up stress. It triggers movement as stress comes up to be viewed. The same mechanism that brings up stress while asking a coaching question, will also bring up release, or a breakthrough. Basically a question generates a viewing process and acts as a stimulus. Out of that stimulus comes a reaction, working with that reaction creates stress. Eventually movement occurs, and finally, transformation breaks through. In our computer analogy, we would say a process acts as a tool for debugging a bio-computer program, meaning it acts as a tool for detecting, locating and correcting the logic errors in a program. Finding and viewing the errors in a program can be frustrating. When completely debugged however, the program will be transformed, meaning it will function as if it were a new program; tailored to assist you (the user of the bio-computer).

In conclusion then, when you initiate a coaching process, you stay with that process or coaching question until it brings about all the movement which that process can possibly bring about, until it results in a breakthrough or transformation on that particular situation, issue or subject. This is the basis of the method for "experiencing out" or "running out" logic errors. . . .

Staying with a question until it is complete empowers a client to come up emotionally regarding both the issue being worked, and the daily emotional level from which he/she operates. In other words, by completing a coaching process designed for debugging a program, a client expands his/her awareness of the program and takes control *as the programmer and operator* of his or her bio-computer. Clients are enabled to *make movement* away of problem issues and thus create the kind of experiences they desire.

## PEOPLE ARE ALWAYS SELF COACHING

Like coaching, self-coaching is a royal art which engages the spirit of inquiry. In self-coaching you ask yourself questions and then answer them. People do this every day. We are seemingly always trying to formulate the perfect question to discover the truths underlying each stressful moment. Or give ourselves specific *actions* to perform and carry out.

In Self-coaching, you ask yourself a question as a consultant or other person would. You then switch your attention from the position of coach (asking a question) to a position of receiving the question (client) and looking into your past experience to find an answer. This is true *self talk*. In other words, you dredge for information in the subconscious or in the obscure programs of the bio-computer. You then pull out and communicate the information back to yourself, or back to your coach. As you communicate the information, you look at it and experience it (duplicate and re-experience it). After communicating it back to yourself, you complete the entire cycle when you acknowledge yourself by saying, "Thank you," or "O.K., I received it," or "I got it," etc..

When I work with a person or client, I ask questions, or, I ask the client to carry out, or visualize specific situations or assignments. By answering questions and carrying out assignments, the client increases his or her awareness and confronts things he or she would not ordinarily look at. Within hours of such processing, a client can dredge up, move through and *experience out* subconscious programming. To get that programming looked at *and* experienced out, in the absence of process preparation and guidance, could well have taken that client many weeks, months, years, or even lifetimes (if you venture that far in contemplating one's evolution).

In coaching, a client moves through and pulls off the electrically-charged, mental stress of assumptions from the past; subsequently, he or she uncreates unwanted conditions. A Release Dynamics Coach basically *listens*, and by listening and hearing the communications that come up (as the client is stripping off the considerations, notions and such), the coach creates a magical space for that client to inspect and lighten up the area. The coach asks questions. He or she guides the client, bringing about some amount of reactivation with the line of questioning, which in turn allows client viewing and inspection, so that movement and release take place. . . .

Reactivation takes place, the client faces it, and movement occurs by facing that reactivation and experiencing it. The client moves from experiencing it to dissipating and releasing it.

A Release Dynamics Coach often redirects clients by asking the same question again. This can be very annoying. Asking the same question over and over again. Or they ask a number of different questions and then the same question again. Through repetition, the coach is aiming to open up and increase a client's confront in that area. You see, the client may sometimes be so engrossed in a stressful predicament that he or she cannot see the forest for the trees, or even the earth that the

trees are on. That is why an objective person, a coach, is needed. The coach maintains objectivity and can therefore redirect the client to answer the question or questions again and again until the client has fully looked at all the issues and answers that are surfacing.

Coaches work to question a client regarding stress-producing decisions, conclusions and assumptions: Coaching questions are used to support or guide you in reviewing and then re-evaluating parts of your life and coming up with truthful evaluations. Decisions that are closer to the truth are more workable. Decisions further from truth are less workable. Assumptions which are closer to the truth, like, water flows downhill, will not get you into much trouble. However, an assumption that water flows uphill, being further from truth, will lead you into holding your cup at the top of a hill above a river, waiting for the water to flow up to you.

What we are working toward is arriving at the truth of our own experience through coaching. When working with yourself, or with any kind of processing (this also holds true for any therapy), anything which is unwanted, and still continues, or is still hanging around has not been totally re-experienced. There is still some resistance to re-creating the event or condition. There is still a system of belief in place that seems to mask the truth. Remember our datum: *When you totally view something and see it completely for what it is, it disappears.* If it is partly viewed, to that degree, it dissipates. The degree to which you view it is the degree to which it dissipates.

Coaching questions are designed to get down to specifics, and the more you are willing to hone in on specifics, the better. The more accurately you can recall when something happened, where it happened, and what specifically took place, the better off you will be and the more mental charge and stress you will be able to release.

Anything which is not completely or directly observed will continue in manifestation.. In observing, looking at, or viewing something, it is vital to set aside one's assumptions and notions about it, and view or experience it directly. Be open to the unknown. Re-experiencing, without the later conceptual add-ons, brings about the *re-creation* of subconscious programming, thereby providing for its dissolution.

By re-creating something, you learn how you originally created it and thereby regain the ability to create it or uncreate it at will. Hence, you are refining or purifying your creativity through coaching work, which is a sequence of actions and exercises for purifying your desires. In other words, Release Dynamics Coaching -™ essentially provides an opportunity to view *filters* of the truth, and by re-experiencing, re-creating and clearing the issues at hand. The subject of clearing desires is also cover in full detail in the spiritual technology of Self Inquiry.

We are looking at and intending to *process out* what we call *control structures* in the

bio-computer. Control structures act as rigid executive patterns which control the flow of logic you use to program and actualize present and future goals.

Control structures hold past pain, inhibit you from being flexible, and enforce a certain kind of behavior and feeling. They hold the notion of hurt *in place*. They enforce shutdown of your ability to think, and bring about rigid or fixed intelligence. They bring about odd behavior. They act like circuits. They talk to you. They are ingrained and tough. They will not go away simply by trying to wish them away, or by trying to like them a little bit more. They must be looked at in depth, in process, loved a lot, and experienced out in order to be re-leased.

Generally, people know what is best for them *except* when they are *in* their patterns - operating according to their control structures; then, the patterns or control structures "know best."

Hence, as a coach working with and coaching yourself, you need to know yourself as a being. You should know where you are going and why (Goal Program -TM), and you need to gain the ability to manage your own reactions, to uncover your potential and to authentically express it.

You may encounter manifestations in coaching which are indications of stress. They are as follows: crying, trembling, inappropriate anger, shouting, embarrassment, inappropriate fear and terror, and physical pain or hurt. If you begin to experience any one of these, please do not try to deny that it exists. Do not allow your control structure circuits to convince you that the experience is not present or is not surfacing. If you considered it might be there, the possibility it is, is very strong.

So as you process, be watchful of your control structures. A control structure is an executive pattern which functions most profoundly to protect the existence of the basic concept on which it was built. In other words, a control structure acts as a main plan or diagram for administrating and managing bio-computer programs in order to keep a concept alive. The more you believe a concept or a mode of behavior to be necessary for your survival when you originated it, the more the control structure, built to accommodate that concept or mode of behavior, will endeavor to protect it by keeping from being viewed and re-evaluated. . . .

You see, control structures are aimed at making and solving problems associated with remaining alive or remaining in existence. Therefore, they direct your efforts toward solving problems related to survival - including the survival of the control structures themselves. The closer you come to uncovering one, the more it will fight to remain obscure. Some refer to control structures as ego. That false personal entity is not you, but rather a structure of beliefs which occludes your direct experience of higher will and divine self.

Before we get into the main course concepts, I wish to re emphasize and expound on our earlier discussion regarding the topic of words. This will complete your introduction to the use of the technology.

As you study this self-coaching technology or utilize any of the specific coaching programs offered upon completion of your study, you may encounter technical words that you are not familiar with. It might seem more convenient, at first reading, to quickly pass over them and leave their meaning shrouded in mystery or undefined. Rather than do yourself this disservice, we *strongly suggest* that you look up each unfamiliar word in a good dictionary. By glossing over a word or a concept you do not understand, you may inadvertently begin to create reasons why you should not continue, or should never have started or why this material is all nonsense or why you or I am all wrong. . . .

This phenomena occurs when information stored in the past - regarding that word or concept - contained an error or is inaccessible. Your subconscious has millions of misunderstood words stored in its files, and rather than becoming overloaded with such riff raff, it has control structures to entice you to abandon your work. Reasons you come up with for ending your studies are simply the result of the control structures set up to keep you from having to, once again, go through the "hassles" involved with previous misunderstandings.

Your conscientious action of looking up each misunderstood word in a good dictionary will guarantee the best result. Each word in these programs has been carefully chosen to produce a specific and particular result based upon its own individual meaning. To operate with less than a full understanding of these words and their definitions is to delve into the subjects of coaching self-coaching with less than full preparation. Learning these words can be half the fun and a major portion of the result. For the purpose of accelerating learning, do remember that by clearing the meanings of words and phrases, you can speed your progress, and you will retain more from your studies.

Okay. Congratulate yourself here. You've gotten through the basic introduction to Release Dynamics Coaching -TM. Take a deep breath and acknowledge yourself. Say to yourself "Good Going!"

## MAJOR TECHNOLOGY

I will now discuss something we call a scale of emotions, as it is of major importance for coaching and self-coaching purposes. I teach a more complex scale of emotions in other seminar and workshop programs; however, here we are addressing a condensed scale which I have created specifically for our work together. This scale is simple, easy to understand and sufficient for our purposes. It is called the Coaching Scale of Emotions. It represents levels of emotion ranging from very gross or very heavy, mentally-endarkened, negatively-charged emotions like grief, up to the emotion of zest, which is a zippidy-doo-da, very light, energetic, wonderful, weightless, very intentional, very focused emotion. The scale concludes at the top with *peace*. This is a high and open space, receptive to one's true native experience. Peace is a blissful presence *in the moment*. This state of *being in the moment* is fully covered in the spiritual technology called Self Inquiry.

This is the first major technical piece of information in your Self-Coaching Training Program™. It is the most fundamental tool, and the first you need to know in terms of your own growth process *and* regaining the power to direct your will with ease.

At the bottom of our scale lies *grief*. Grief is a heavy emotion. It is painful, watery, and uncomfortable. When you see a person in grief, which is the bottom level, you see a person in tears and sobbing or holding back tears and sobbing.

The next level up is *heavy fear*. At heavy fear you see trembling, shivering, cold perspiration. You might also see a person with active kidneys. So, in grief you see sobbing, or a person on the verge of tears. They might burst into tears at any moment, whereas, in heavy fear, you see a person trembling and shivering, with cold perspiration. In *light fear*, which is moving up another notch, you see embarrassment. You see nervous laughter, avoidance and perspiration.

Next is *heavy anger*. In heavy anger, you experience anger and noise, violent movements, warm perspiration. In *light anger*, you see or experience forced laughter and warm perspiration. Next is *boredom*, which is heading up toward the top of the scale. Boredom exhibits a more-outgoing laughter, both animated and reluctant talking. *Zest* is near the top of our scale. What you see here is happy relaxation and a turning of one's attention away from unpleasant experiences such as hurt and overwhelm and sadness, etc. The top of the scale is *peace*. This state of being needs no explanation.

So, this is the Coaching Scale of Emotions. You may have previously encountered a similar scale of emotions. Many practitioners are aware of and use scales of emotion. I have known chiropractors and medical doctors, therapists, etc., that have used an emotional scale with their patients. I have been teaching the expanded form of our scale in seminar and workshop programs

since the early part of 1971.

So, to review the scale of emotions from the bottom up: grief is very heavy; from grief you move up to heavy fear, which is a bit lighter, then to light fear, to heavy anger, to light anger, to boredom, to zest and finally to peace. You might be thinking, "Well, ideally, we would all be at the top of the scale all of the time!" I have found that the ideal situation is to maintain behavioral flexibility. With behavioral flexibility, you can choose to experience any emotion you wish without getting stuck in any one. Ideally, you want to remain flexible and choose to experience whatever emotion you wish *and* be able to have it either end or remain. This perspective prevents being stuck in one emotion for too long, allowing you to shift experience different emotions at will.

I think if God appeared, and decided to become man or woman, in order to play out some divine comedy, God would not like to get stuck in any one of these emotions for too long a time. Even though he/she is God. God would be able to have an experience of one emotion until it was sufficient, then experience another emotion until that was enough and then move on to another; able to choose any emotion to experience.

My purpose in sharing this particular scale is to note that, in coaching, or your own self-process, you want focus upon naturally transcending the *lower level* emotions and experiencing the higher level emotions.

As you re-evaluate particular beliefs about who you are and where you are going, you may be called upon to view beliefs you hold regarding past experiences. Aim toward transcending any stuck, lower level emotions you find there. Of course you will only be processing one issue at a time, but generally you want to be on the emotional rise with increased flexibility. Ideally, you want to be able to shift emotions at will. If, for example, you have a lot of grief in your life, you want to move a notch; to being able to tremble and shiver and experience the cold perspiration of heavy fear. In heavy fear, you want to come up to being embarrassed a little bit, up to light fear.

If you are a person in heavy anger, violent with a lot of violent movement, light anger has more laughter and warmer perspiration. If you are a person in boredom who laughs some, is somewhat reserved when you talk, is not experiencing and exhibiting high energy, you want to move up to zest and be able to zippidy-doo-da around town. What you want is to move up scale.

Let us say I am working with you as coach to client. I wish to move you up the scale of emotions, to have you head up toward zest and finally peace; have your grief turn to fear, your heavy fear turn to light fear, your light fear turn to heavy anger, and your heavy anger turn to light anger. I want you to feel bored about it all and then zestful. Finally to polish it off with the bliss

of peace. This is one of the benefits that occurs in coaching sessions. I desire the same result as you...!

Processes are designed to facilitate you in moving from your current emotional position and moving up, and in ultimately creating behavioral flexibility with regard to emotional levels. In transcending emotional levels, you will sometimes go down into the heavier emotions in order to experience-out resisted or suppressed emotions. In this way, you can free up tremendous blockages and emotional shutoffs.

That is what coaching is about. When you coach, you want to experience the client moving up emotionally during the overall course of the process. Of course, the client will oftentimes move up and down and up and down during the overall coaching process. Nevertheless, the key point to remember is: You want to arrive at a higher emotional level after a coaching session or coaching process- or at least soon afterwards - than where you began.

This is a worthwhile result all by itself. However, it is usually accompanied by other benefits.

One last emotional point to mention: sometimes people pretend to be at emotional levels or positions they are not. This is especially prevalent for people who feel it necessary to exhibit acceptable social behaviors. When people pretend, they unconsciously dull their awareness of their true emotions and set up circumstances in their environment based on the pretense rather than the truth. That only perpetuates the pretense since the environment responds according to what they put out, and they have to then deal with the manifestations of their pretense. . . . They end up with what we call *false self* manifesting *false will*.

Consequently, when people pretend, they are barred from operating remedially on any conditions associated with their true emotional experiences. They therefore cannot transcend actual emotional positions or achieve transformations in the areas they are working on. They cannot be open to their intuitional flow since they are loudly operating from False Will, perpetuated by their reluctance to experience and express their truth.

Coaching will further you in realizing what is real and true for you, which allows any False Will that may be present to be acknowledged and fall away. You will begin to experience where you are rather than, where you are not. By letting go of pretense, you will enable yourself to discover where stuck emotions exist. This is very valuable, as you can then drop pretense and pretending and have a direct experience of your true emotional state. If your true emotional state is not optimum, at least you will have discovered the truth of your condition and will thus be able to operate more productively in order to remedy those conditions. Once you have defined your conditions more truthfully, by penetrating the illusions associated with them, you have established the ability to effectively deal with them. A problem well-defined is a problem half-solved.

## CONTROL STRUCTURES

Okay. Next we'll look at manifestations of control structures and the mechanisms by which they exert their control. As you move through the spaces of refining and purifying your desires and beliefs in self-processing, one phenomenon you will encounter is the presence of mental pictures or mental images; stressful imagery from the past. What we could call, in our computer analogy, bio-computer graphics! You will find there are stored recordings of the unresolved past. Basically, you could imagine the bio-computer as having an electronic camera which takes graphic pictures of everything - not just the times you want to remember, like vacations, but also of operations, overwhelming losses, fears, breakups, pain, unconsciousness, etc.. These pictures contain sights, sounds, and feelings from the past: They are multi-sensory records which persist through time.

You do not really forget. You may attempt to forget these pictures but the truth is you do not. Actually the act of attempting to forget them increases their strength and creates more work to handle them. Thus, forgetting is a pretty low-order way of dealing with incidents that occur. An analogy would be: You're having an unwanted hole in your living room floor and then you place newspaper over it so you do not have to see it. Then one day you go to answer the door and you fall through to your basement.

You would be faced with a broken leg, or finding out how supportive your insurance agent is, or even getting to know the critters that live in your basement by addressing them at eye level. So, forgetting is a *cope* or temporary remedy, in which case the solution, in our example here, was the newspaper over the hole in your floor, which soon presents a new problem.

These pictures of the past - and I know you have a good sense of what I am talking about - appear to have a command or influence over people. They are the essential structures used to control your logic. When you see these particular pictures or feel or hear them, you tend to be reminded of the past, and go into the past without consenting to the experience or "ride".

As an example of this, let us say you are in a sales position. You meet a customer, talk with the customer, and the customer reminds you of someone you have had problems with in the past. It is extremely easy to say that to some degree, at this point in time, you are at the effect of what you did not resolve in your past, with that person. In short, your beliefs are affected by your pictures of the past, and this unwanted experience or visit to the past, might cloud your thought momentarily and could thereby, cost you a sale.

For another example, let us say you are working toward the goal of developing a business. Let us also imagine that in the past, you failed in an endeavor similar to what you are currently

attempting. What you have not worked out from the past, will come back to haunt you. If you have not learned, if you have not recognized and profited by sufficient learning experiences from the past, you will *carry over* similar behavior, or you will continue to operate the way you did in the past that caused that particular unworkable situation to manifest or occur.

The beliefs structures that persist have an electronic stress, an electronic energy or stress, and command force which can predispose or seem to predetermine behavior. They have a controlling, haunting, not-so-wonderful influence on people's lives; and an almost hypnotic command value. I am sure you can recall a time where you were minding your own business, having a good time, and something you saw in the environment reminded you of something that you believed had happened in the past. An uncomfortable experience came up to replay over your current awareness, and you felt sensations from the past, as you did in the past, as if you were five years old, ten years old, twenty years old, thirty years old or whatever. To the degree that you believe the incomplete experience intrudes into the present, to that degree, it appears to do just that. Although it may have been years ago when you acted as you did, you feel the uncomfortableness from the past come up.

This phenomenon is called or stimulus-reaction. To utilize a computer model here, given certain stimuli in the physical universe, previously obscure programs become available and are run automatically, without your conscious consent, the result being the automatic creation of programmed reactions.

You apparently have little control over these reactions. They are the results of control structures. You can suppress the reactions or try to inhibit them or stop them or take drugs to try to suppress them, or go to bed and sleep to try to get rid of them, etc.. Still these reactions do come up, and it doesn't do much good to try to muffle them as they tend to erupt and invade in some way or another. It is much like putting rocks up to stop a flow of mud and knowing that between the rocks, there are gaps. The mud is temporarily slowed down, but soon it comes through the cracks, and you have mud back in your living room, plus, unwanted rocks!

So we are looking at stimulus-reaction phenomena here. We intend to assist you to clearing out these automatic reactions to the pictures of the past. You will find that you do have mental-image records, or graphic pictures from the past of particular situations or issues, *and* that those images do appear to come up and haunt you.

Understand that such pictures are merely life-empty forms; the mechanisms control structures use to dominate logic; and for the most part, help you to hold on to decisions and assumptions which were based on incidents in the past when you felt overwhelmed or threatened.

Such automatic and overriding decisions and assumptions are inapplicable to the present. When applied to the present, they bring about inappropriate patterns in your behavior; these are control structures coming to play.

Throughout my work, I find that the people I interview are attempting to release or somehow unload or nullify such patterns; they wish to void or discharge at least some of the control structures that influence their present successes.

That brings us to the next part of our discussion. In order to process out or discharge control structures, it is necessary to first understand what has been stated in the *old school* about their existence. Control structures were said to form during three types of incidents.

### NUMBER ONES

I will first explain what we call a "number one" since these incidents are created in a particular sequence: Number ones are created, number twos often follow, and number threes act as reminders of number ones and number twos. A number one is an incident of *physical* pain and unconsciousness, where a person has collided with something or has been injured by something physical - where the person actually experiences physical pain.

### NUMBER TWOS

A number two incident involves *emotional* pain. The person experiences emotional pain; loss, unpleasant emotions of the lower part of the scale of emotions. A lot of stuck, unhappy, unwelcome, undesirable, heavy emotions and attitudes are generated during an incident called a "number two."

### NUMBER THREES

A number three is a trigger. An example of a number three is the incident I described where you are having a wonderful day and suddenly you see something that *reminds you of emotional loss*. A number two can also remind you of a time of physical pain and overwhelm or collision - which is a number one. Can you imagine how this is at a party? You meet a wonderful person, and suddenly they look at you in a particular way that someone looked at you in the past. That past incident was full of a lot of trauma and loss, and all of a sudden you are feeling just like you did in the past. To that degree you are removed from the here-now, you are operating with less than full awareness. You are operating at the effect, as if you were a puppet and someone were pulling your strings and you were automatically dancing - not a happy dance either: It's more like dancing on the edge of a sword!

In summary, a number three is a reminder; a number two is an incident of loss and unpleasant, or resisted emotion, or an emotion that you did not like the first time around and certainly do not like now. A number one is an incident of actual collision with the physical universe - actual physical pain and injury of some kind has taken place.

These are the three main category types of mis-experience. The term mis-experience connotes that an experience is inappropriate or unwanted. The patterning you are interested in and intending and attempting to work out, right now, on whatever subject - no matter what it is (I can generalize and be accurate on this point), comes from a three, a two or a one. This is the supposition of the *old school* thinking. These incidents lie in the subconscious, in the obscure programs of the bio-computer. In other words, you are partially conscious of their existence but not *anywhere near* entirely. You are at the mercy of control structures which control your reasoning *in the present* whenever a situation appears similar in any respect to a past three, two or one.

If we could by some means *un-believe* your threes, twos and ones and get them all out of the way, you would find yourself operating in a state where the subconscious or the obscure programs of the bio-computer had been cleared or deleted.

The control structures using those programs would be discharged of their duties, and you would be operating without any liability or hindrance from the past. You would be operating totally in the here-now, playing your game, or living your life out of your own perception of the now; relating to the now in terms of total appropriateness, sensitive to the way it is. You would not be coming from preconceived patterning, or preconceived stimulation or past, locked-up stimulus-reaction.

You would have no stress impinging itself and trying to control you or weave you in different directions. You would be on your own and operating without influence. You would no longer be swimming in a river against the current, or swimming in the ocean against the tide, or flying in a hang-glider where the wind keeps blowing you into Mount such and such. You would have your own freedom.

That is the purpose of this work.

We assist people in processing through their assumptive beliefs about the nature of themselves *and* their systems of belief in notions of mis-experience and patterning.

Our work together should ultimately allow you to choose how you want to relate, rather than

having some past, unpleasant, unworkable "reaction" assert itself on you, and go, "Yeow!, do it this way!" Through directed self-introspection, you gain freedom *to have* and freedom *not to have to*.

Alright. Let's move in to look at the meanings of certain words relative to what we have learned of control structures. Now normally, the word psychosomatic describes some physical condition caused by the mind. Using our terminology, the word psychosomatic implies a condition or stress imposed by *a control structure that exerts itself physically*. Psychosomatic illnesses stem from moments when uncomfortable emotions and attitudes and stresses combine into illness; thus, the predisposition or inclination to be ill in such instances is originating from a control structure.

Let us look now at circuits. The word, circuits, comes out of electronics and computer technology. Here, circuits are statements, usually auditory: from the *old school* point of view, they appear as voices, out of past threes, twos and ones. These circuits from the *old research* are believed to be part of incidents of overwhelm (heavily-frozen, solid, stuck stress). When these incidents are reactivated, they tend to play out voices and statements. These voices and statements are played back to you via your control structures and are almost entirely uncomplimentary, self-limiting phrases, e.g. "You can't do this," or "This is just like before," or "What gives you the idea that you could succeed?", or "Divorce her, it is the only way," or "Marry her, it is the only way," or "Run away is the solution," or "I am tired," or "I feel ill," etc. These statements are continually repeated, like a phonographic record, or an audiotape.

The tapes (or circuits) or loops as they have been called, come up and play themselves like radio stations that come on and play commercials to you during the night. Through coaching work, you can resolve these, so you don't have any voices or tapes from the past, playing in today's consciousness. You can be freed from these commercial interruptions. You can be freed from paying for cable television programs that only give you the commercials you least want to hear.

Another aspect of control structures is that they can play out physically through something called a machine. Machines cause body movement that originated in the past. Machines are also from the *old school viewpoint* remnants of threes, twos and ones. Machines form when you become disassociated with what you are doing, but feel it necessary to continue doing it, setting up automatic machinery to do it for you. Machines can cause you to move your body in ways you do not want to. They also produce pain and sensation on your body which causes you to have to interact or move your body in avoidance. Stuck or frozen body parts are oftentimes simply machines that have collapsed over time. Wilhelm Reich refers to *armoring*, and this term may closely approximate the term machinery. For example, you might find yourself wanting to talk to somebody *and* avoiding them, or unconsciously touching your nose or scratching your head, or shirking and moving around, or shutting down your listening or attention. A lot of such body play stems from machinery.

Machinery is subconscious: it is sourced from obscure programs and records from the past. You are not consciously creating it, yet it is taking place. Machines involve reactions which are not

willed *and* are automatic. We are mainly interested here in stripping away or unprogramming such worthless matter and getting back to your Self, with a capital S. The word SELF is synonymous with the word freedom. It is our *true self* which knows no bounds.

Other forms of programs and records exist which have no stress, or electrical charge, or upset or trauma connected with them. They are free. You could access those records as you could in any fully functional computer - anytime, anyplace, anywhere - and you could recover all the perceptions from them and receive all the information or data that you wish.

In contrast, the control structures we have been dealing with, along with the programming and the records they control, cannot be accessed as you wish, without proper training. When you try to access them, you reactivate more programs than you can find a handle for, because control structures operate without your awareness and without your say-so.

Advanced Coaching involves accessing these obscure programs and records of the bio-computer and then releasing from them, the pictures, circuits, and machines that add up to unworkable or inappropriate answers. Thus, the control structures that were governing the programs are discharged of their duties, and their *mechanical will*, what we've called FALSE WILL and FALSE SELF are stripped away.

Our true abilities are extraordinary. Attaining *out of the body* experiences and psychic experiences are just some examples. You may have also heard of past-lifetime recall and other extraordinary existences. I do not ask you to subscribe to any of these behavioral models, nor to condemn or condone them. I only request you experience whatever comes up to be viewed: to be open to discovering the truth of your experience about them. Be open to the possibilities.

Is it possible for a Self to move out of the body? Is it possible for a Self, out of the body, to hear, feel or see at a distance? Is it possible that one lived before? I know some of you have asked yourselves these questions, and especially the question, is it possible that one lives now?! Perhaps it feels, at times, like you do not, or wish you did not. Nevertheless, with regard to this current lifetime, I believe most of you will at least say *it exists*. As long as we are here now let's work on what's here now.

There are other important skills you most probably have considered acquiring or expanding. Such as increasing your ability to communicate, problem solving, really looking and seeing whether you are creating an action that will be successful or one that will have some adverse effect, dealing with upsets and fixed conditions, handling power, dropping your act or pretense, and actually living your life as your own authentic Self.

These are some of the skills addressed and restored by lifting the influences of circuits, machines, threes, twos, and ones from impinging upon our intuitional focus.

Alright. Let's move on to enlarge our understanding of the basics involved in experiencing and integrating information from incidents in our lives. If you will picture or draw a triangle: in the lower left-hand corner, place affinity or liking; in the top corner, place reality or agreement; in the lower right-hand corner, place communication. Let's start with affinity.

In the left-hand corner, we have affinity - a liking toward some one or some thing, and it has to do with proximity, distance or spaces. For someone that you like, you might want to have them very close. If there were someone you did not like, you might like to have them on the moon. For somebody you really like, you might almost be willing to be in or share an identical space with them.

As for reality, reality is a matter of agreement. Reality is what is perceived or *agreed upon* as being real.

Communication involves inflowing and outflowing, re-creating and duplicating other people and what they are sending to you.

An excellent example of communication is the use of Morse code, a fundamental system of communication. One encodes a communication and sends it out. Another picks up a dit dit dit and a dot dot dot and transforms or decodes that into a communication that makes sense. The receiver then sends out dots and dashes, and the person at the other end decodes that and makes sense of that communication.

When one likes something (has affinity for it), and one has some agreement with it, or experiences the reality of it (It is real.), and one can communicate to it and receive communication from it (can re-create it so to speak), then one understands or integrates it. In process work, you are working on getting into affinity with incidents of the past, having an affinity for them, increasing your affinity. You are working toward a sense of getting more reality on what is real (what actually *did* exist from the past). And you are working to communicate *to* that past reality. You work on developing these three aspects of past experiences so they can be re-created and understood.

So we have rapport, Affinity + Reality + Communication, which = Experience. They are the anatomy of experience. They are the components of rapport and direct knowledge or experience. When you understand something, you have a direct experience of it - not simply a conceptualization or notion about it. You embrace it experientially. You experience it directly and integrate it.

You no longer need to believe in it as you now know the truth directly.

This model of experience is vital to coaching since you *experience out* or re-experience those incidents and issues that are stressful. They are stressful due to the fact that you have denied their reality, did not like them, and refused to communicate about them, thereby making them totally obscure and giving them the power to run you.

What you are doing in self-coaching, and what I am training you in doing, is nurturing your ability to experience. You shall enhance your affinity for experiences in the past. You shall increase your reality or agreement - i.e. find out *what is so* regarding them. And you shall be able to communicate with issues or incidents from the past. Hence, you will be able to re-experience them by increasing your understanding of them.

We are here to move you up the scale of emotions, and to have you free-up stuck, resisted emotions, re-experience the past and thereby nullify the past's unwanted influence on current-time situations.

Coaching is a road to discovering the technology of creation. In the process of coaching, you enter into a situation to clear the reactivated programs in the bio-computer. You undergo purification of the intellect. Without purification, great works cannot be accomplished.

By clearing reactivated programs and thereby purifying the intellect, your ability to visualize, to create or dream up a sequence of pictures or multidimensional imagery, actualizes. This is an immediate result and is essential to operating at a high level in life. As an example, imagine a person thinking about putting up a fence in his or her yard or garden. The person would visualize how that fence would look before going into the hammering and pounding stages. Now imagine how it would be if that person's ability to visualize were nearly gone. What if his or her memory were so short that once he or she created a picture, it was gone within five minutes or even five seconds? Furthermore, what if the pictures the person intended to create did not tend to obey very well? Can you imagine the individual trying to create a picture of a fence and ending up with a car, or an automobile accident, or a yelling, arguing boss, or an upsetting relationship? Many people have a reduced ability to visualize. It can be very frustrating to project a picture when all sorts of things get in the way. When a person is going for one visualization and control structures intrude with other pictures, it is like trying to purchase a present in a department store at Christmas time. People dash here and there in front of a person's path, and soon the person forgets what he or she came to purchase and may decide not to even bother.

We are aiming at clearing out the control structures that intrude on your ability to visualize and manifest your dreams. Through purifying the intellect in this way, you are heading toward what is

an apparent altered state - meaning it is not really an altered state, even though it looks like an altered state *relative* to the formerly existing stress and upset. When you get to it, you will experience what *would have seemed* to be an altered state as your natural domain of experience.

We are striving to rehabilitate your ability to create visualizations or pictures, so when you choose to envision something, you envision it, and the visualization of it is so real that it is almost like doing it. This is a key: If in fact you could visualize strongly, make those visualizations very real and very solid, and manage them and relate with them appropriately, you would *know before you go*. That is to say, you could then pre-experience cycles of action before you summon your most pure and precious energies - those of your Ideal Self or what you might call your Higher Self - to engage in those cycles of action and thereby manifest your desired results in the physical universe. You'd find that your efficiency and level of production and creation would increase profoundly.

In pre-experiencing a cycle of action, you want to employ images with sight, sound, and feeling in them. For example, in pre-experiencing a task for your Self, you would want to visualize what it would look like. You would want to hear the sound track of the visuals, i.e. you could listen to what people would say about this future activity, or sounds that might be made with regard to it. You would want to feel it. How would it feel once it had turned out? How would you feel emotionally and attitudinally if you were master of your emotions with regard to it?

If you could create all of these perceptions, and more, around your dreams, you would have more predictability and could evoke or call up whatever strength and skills and assistance was necessary for you to *cause change to occur* in conformity with your will. That is our definition of magic! - Causing change to occur in conformity with the higher will. You could bring about the results you wish with less effort. You can "summon" your Higher Self to create magic only after you have purified your will and can clearly discover higher will that speaks through intuition. However, please note, the will spoken about here, the higher will, must be *your* will, or the will of the higher Self. Not the will of the control structures often referred to as the ego. Your own true self must not be confused with the will of some past identity you became fixated upon and *assumed to be you*. They are not ego-based desires that are only temporary "solutions" to non-existent problems. They are not the desires of a false self, meaning a control structure. This distinction between true will and false will, between true self and ego, are further examined in the technology of Self Inquiry. But for now, this first level of distinction will be sufficient.

Here lies an advantage that has not been well examined by individuals with whom I have studied. Clearing the subconscious of control structures *does* bring about the ability to create specific and elaborate pictures and to predict incredibly well.

If you read through books on how to create success or stories of people who have achieved

incredible things, the predominant two skills you will find people accredit their success to are: 1) having a positive attitude; being able to create a very positive attitude; and 2) which is equally important, being able to visualize or pre-experience how something is going to turn out before they do even the first step, so that when they actually start the endeavor, they come from the experience or context that it has already been done.

This of course shows the importance of knowing where you are going. Of having made a conscious and clear choice as to your plan of action. This is why we use a Goal Program -™ as a base of understanding. The first step is always so very important. Once you stand on solid ground, the motivation to go on comes from the juices provided from your cleared Goal Program -™.

This is a fundamental concept. If you could visualize with full perception *before* you did something, if you could pre-experience your cycle of action, you could save yourself up to eighty percent of the effort that you would otherwise expend, *and* you would prevent handling a lot of things before you would ever have to fix them in the physical universe.

Moreover, when your intellect is pure and your will is clear, your Higher or most Clear Self can produce miracles or restore abilities you never realized were possible for you. It is just a matter of getting self-limiting beliefs out of the way.

We will delve more into this later, as this is one of the breakthroughs I want to share with you. For now, I believe that says it.

I do not deny the fact you might do this without my help. I am proposing that through my help, you could save maybe half or three-quarters of a lifetime of processing through your barriers to success. You could eliminate a lot of what you might call myth-experience, or experience based on myth rather than what is true. You could eliminate a lot of wrong turns and tunnels with no cheese; if you know the rat, maze and cheese model.

We are working to free up your stuck mental energies, releasing the need to be at the effect of your control structures, which will fly you up the emotional scale, being more and more positive, and more and more responsible. These are my objectives in working with you. My job is therefore to speed your self-growth process and the evolution of your communication with your Higher Self or Ideal Self by instructing you in the use of this technology.

## RELEASE DYNAMICS COACHING

WHY Coaching? I mean why Coach someone? Why learn more about this? Why get very good with coaching? I answered these questions back in 1977 with the following remarks:

We can each recall plenty of times when we have asked ourselves soul-searching questions in an attempt to more fully grasp a specific area. The accurate answers to these introspective questions allow us to both find out and become more able to assume a direction. Our level of success in dealing with unresolved personal issues is largely dependent upon our asking ourselves the right questions (really important) which bring to view the specific causes, and from there it is just a matter of applying appropriate resolutions to successfully deal with the problem (in other words, to complete the process.).

Coaching involves asking and answering, sometimes deep, and often times soul-searching questions. You could relate processes to Koans from Zen Buddhism where the Zen Master asks the student a question and has them meditate on or look for the answer. The Zen Master would keep asking the question until transformation or enlightenment (a major realization) occurred for the student. Such introspective questions allow us to find out and become more able in assuming directions which have fewer booby traps from past experience. Our ability to fully resolve issues is almost entirely dependent upon posing the right questions or the right processes at the appropriate time.

The method of answering these questions is to simply be with them until the answer appears. The questions can be paradoxical, in that the answers to them are so obvious that they are hidden from ordinary consciousness. The answers appear when one is one's Self, and remain hidden while one is doing or pretending. The answers require perfect stillness and silence, if only for a moment. Therefore, I cannot teach you the right answers, for teaching lies in the realm of doing (not being) and is quite noisy. Become a good listener and a time will come when your control structures will rest: they will become quiet, allowing fresh, intuitive signals to emerge.

In many cases, after working with these processes, the simple recognition of a specific cause, that is to say, the recognition of the *why* behind the condition from the past which has brought about the current condition, is sufficient to generate a more workable operating basis, which in itself, is the resolution. So there is an optimum operating basis, or an appropriate way for you to be in relationship to a goal of yours. Coaching or questioning allows you to discover what that particular basis is - the most workable straight-line method to take you from where you are to where you want to go. Basically, coaching is a method or vehicle used to better conditions by having you look at the patterns of belief that have caused undesirable outcomes, so you can let go of the conditions *and* the outcomes.

Simply, "the purpose of Coaching is to turn frowns into smiles." I really like that. That is the result we are going for!

Now I would like to define stress. We will look at my own definition which I am pleased to have been quoted on in a number of publications:

Stress is caused by holding a view of yourself that is inconsistent with the way you actually are. I'll say this again. Stress is caused by holding a view of yourself that is inconsistent with the way you actually are.

I discovered this in 1977. Stress is caused by assuming or holding a point of view about yourself that is really not so. If you were to actually, at any point in time, truly see yourself, the way you are, the way you are about your major issues in life, your major areas, the way you are about your hobbies, your busy-ness, your projects, your children, your marriage, etc., you would drop so much pretense and lack of recognition and get in touch with the way things actually are for you, that resolutions would be forthcoming and you would be well appeased.

Video and audio recordings truly give high quality feedback for getting in touch with the way you actually are. For example, when you see yourself on a videotape, or hear your own recorded voice, you find out new things about yourself. You might think or say: "Is that the way I look? Is that the way I sound?" It is so incredible that what comes up for many people at times like that is the disparity between their experience of themselves and their actual appearance.

To restate, the disparity between their myth-experience of themselves, or their assumptions about themselves, and how they genuinely are, becomes apparent.

Coaching is designed to have you get a factual view of the way you are, so you can in fact see for yourself. I have worked intently over the years and my various processing and coaching sessions with people add up to approximately 15,000 hours of work. Through all of my experience, I have discovered and mastered what I consider to be a direct route for bringing about desirable change for people. I have shared the concepts of the technology with my clients, associates, and the people I have trained as coaches, therapists and consultants. The alignment of our experiences with the concepts, brought about the development of the technology of Release Dynamics Coaching -™, my trademarked term for this technology.

Let's look at the term more closely. To define release for you:

To release is to set free from confinement - don't you like it already! - to set free from confinement, restraint, or bondage; to liberate; to free, unfasten, or let go of; to relieve from debt

or obligation - give me more! A release is a deliverance or a liberation; a letting go of something caught or held fast. "Release" is from the Latin, "to relax."

Now to define the word dynamics:

Dynamics involves change, action, or advance. Dynamics is the study of the relationship between motion and the forces affecting motion; the physical or moral forces that produce motion and change in any field or system; the action of psychic forces or mechanisms, the psychological aspect or conduct of an interpersonal relationship. (And that is right out of the dictionary!)

Dynamics stems from the Greek word that means powerful or *to be able*. But it has to do with the mechanics behind, or the study of the mechanics or forces behind something; or behind change.

So the technology I developed and call Release Dynamics Coaching -TM is really the study of the dynamics, mechanisms or actual influences of motion, *and* those forces that affect motion and influence release. It involves the study of the mechanisms behind setting one's Self free, or the technology behind relaxing and letting go, or creating liberation and deliverance. So it is the technology of how to get uncaught from something.

I shall later discuss release with you on a more technical level. For now, it is basically to have something drop away, and no longer influence you negatively; to be free from, to rid yourself from the control or the domination of a particular pattern or program from the past. That is what we are really going for here, to assist you in thoroughly freeing yourself from patterns.

I have created a number of different technologies. Release Dynamics Coaching -™ is one of them; however, it happens to be a very wonderful entrance to, and a quick rocket-ship ride to where you want to go. As I mentioned, stress is caused by holding a view of yourself that is inconsistent with the way you actually are. To give you another example (which I feel is absolutely essential) - if you are insensitive, meaning that you have very little perception of others, and yet you fancy yourself to be a sensitive person, you are about as far away from a resolution or release in the area of becoming more sensitive as you can be.

### **FALSE WILL**

By holding the notion or decision that you are sensitive when in fact you are insensitive, you will remain barred from going through the gates, or the process of increasing your sensitivity. It is only after you dig up the decision or pretense that you are sensitive, and in fact let go of it, to confront, low and behold, how insensitive you actually are, and of course how uncomfortable you feel, how stupid and dumb, fooled and foxed and pretentious, you can embark upon the path of experiencing the causes of insensitivity. Because up until that point in the cycle there would be no insensitivity, therefore no such apparent condition and no causes. All there would be is the pretense of sensitivity and therefore, the manifestations of a False Will.

False Will includes the intentions that are manifested through your ego based false self assumptions. This occurs when you pretend to be a position that you are not authentically in. False Will is the mechanical will imposed by control structures. It occurs when you build a system of belief and "obscure" your true self thus obscuring your true will.

Control structures are made up of false purposes, false goals, false beingnesses, unconsciously held beliefs, stressful belief systems, armored ideas, erroneous conclusions, untrue assumptions, the identities of people who appeared to beat you, ego based desires, false images of I.

Core control structures are belief systems about who you are, stuck viewpoints from the past that you identify with or scripts and roles that you have assumed. You have associated with, identified with and then become attached to

Whatever the form these mechanical beingnesses are allowed to run things when you are not home, meaning when you are not owning your domain of experience ( self mis-identification) and therefore not authentically being who you are.

You will know when you have an identity running because you will have none of the actual experience of being in the moment which is where the satisfaction lies. You will be locked into a position on the scale of emotions, and you will be locked into very unsatisfactory and unpleasant

experience. Things simply do not turn out.

In our example, the manifestations of the False Will involve being insensitive. Your will to be insensitive would be your False Will in that it is not the final will of your Higher Self and yet, when you ignore its existence, you only perpetuate its manifestations, for a control structure will take charge of it if you do not. You must learn to embrace what you consider to be your "negative" qualities, to explore them and thereby get into line with your Higher Self's true purpose. If you ignore what you consider to be negative, you perpetuate the "negative". Your False self will continue to manifest your False Will via control structures until you acknowledge and experience the truth. . . .

Only then can you understand what you need to learn and the gates of experience you need to pass through in order to give your False Will license to depart so you can deeply listen to intuition and play Higher Self games.

### **COACHING AS A TRANSFORMATIONAL PROCESS**

Let's turn now to looking at processes. Some coaching actions are run on "past" experiences to allow an enhanced and expanded understanding of them. There are also numerous other types of processes, and as we progress in this training program, I will be teaching you different types and techniques of coaching.

You will find, as have most of the people I have worked with who have not had any formalized training in this field, that you have been prone to run only a couple types of coaching styles on yourself and have tended to leave alone or negate a number of techniques and a whole host of coaching processes that could have been ten, twenty, or one hundred times more workable. That is because you are very subjective with your situations, and not very objective. By subjective, I mean you are looking at things through the personally-colored glasses or filters your control structures have designed for you; whereas, by objective, I mean that you would be looking at something from the outside - as a detached onlooker rather than as an experiencer entangled in the thing.

At times you may feel pretty well stuck and entrenched regarding issues you are handling. Oftentimes, you may experience being so stuck into an issue you are resolving that you develop the processes and questions that will do the least good. Therefore, I want to give you some technology on this. What we are doing in self-coaching is increasing your willingness to create rapport with life. Remember rapport? When you raise your rapport you raise your ability to experience life.

To experience it rather than conceptualize it. (living in your pictures).  
With direct knowing you are not conceptualizing life, "seeing" it through filters of belief. You awaken to an intimate rapport with what is.

As you increase your willingness to experience, you will be able to clear up upsets. You will be able to have more in life. You will be able to transform your beliefs regarding your stack of past experiences and thereby discharge the stress that occludes the creation of ability and superhuman skills. Superhuman skills are your birthright. They are not something to be added on but rather to be uncovered.

### **STYLES OF COACHING**

We will now look more specifically at different styles and sub styles of the coaching process. I am taking these materials out of my current curriculum for the Professional Coaches Training -TM and from a number of other courses I offer in order to highlight the most important points for your training in coaching and self-coaching. I will give you examples of how particular processes work to transform belief systems that create control structures.

There is a style of coaching called OBJECTIVE. Objective coaching asks a person to carry out an action. The first objective coaching exercise I ever heard of (which was years ago) was for a person who is stressed to take a long walk in one direction until tired, and then to walk back. When that person arrives back, he or she has less stress than when leaving for the journey.

Objective coaching can be physical actions like washing the dishes, mowing the lawn, sweeping, cleaning, vacuuming, etc.. These actions take a person's attention off of the pattern he or she is stuck in and nicely and wonderfully shift the person's attention. They give a person enough physicalness to play with and to deal with that he or she springs emotionally into action or zest; therefore, the person's attention drops off of the pattern.

If you were to find yourself depressed on a particular day, and you did something, that is to say, if you took a positive action and kept doing it and doing it until you became wholeheartedly engaged in it, at some point you would release the pattern. This is not because you would confront the pattern, but because you would be so active and involved and into your doing that you would not be able to continue to create the pattern, and the pattern would drop away. The control structures dictating the experience would "release". In other words, you would have so many other things to do - some of them very fun - that you would become involved with or enthralled in the fun and would "forget" to create/believe in the pattern. The false self that had the problem released when it came into the now. In the now all past beliefs are null and void!

So this is what an objective coaching action is. You could also look around the room and notice

room objects. You would do this to the point where you forgot, that is - until your attention shifted from the pattern and onto the present environment.

This style of coaching works very well with people having drug or alcohol problems. You simply keep them busy. Alcoholics Anonymous, "drug groups anonymous", alcohol counseling groups, and a number of different drug counseling groups have been very successful with this. In a monastery you might do sweeping processing, sweeping with the so-called old Zen Broom, as well as meditating. So physical doing has a real importance; and physical processes where you carry actions out in work and complete things are excellent types of processes and astoundingly useful.

### **REPETITIVE COACHING**

Another style of coaching- one you may not have had a lot of experience with - is called coaching or repetitive question. This is a matter of asking a question more than once. You might think all coaches are hard of hearing, as they ask a question more than once. The truth is that this procedure dates back to early Zen, and Zen has certainly had a large influence on Release Dynamics Coaching-tm, other forms of Buddhism, and even other forms of Hinduism as well as Yoga. However, in Zen, you are asked a Koan by the Zen master many many times. You continually receive the same question.

The first fifty times you answer it, your control structures may well feed you with mechanical answers. You are just unburdening the stack so to speak. Maybe by the tenth, fifteenth, twentieth, or fiftieth time you are asked the question, you will actually be able to brush aside your own biases and your own pretended looking and get through to your Higher Self or to your purified intellect for the answer. In such a case, the fiftieth question or whichever number it was is the first time you actually answered the question. You realized it!; actually experienced it; not just guessed or supposed it. Through acknowledging each response up until then, you were unloading apparencies, and perhaps, etc.. You were unburdening the programming. Asking a question many times is a strong form, and a very workable form of process. It opens increased awareness in the area being addressed.

A third style of coaching is *regression* coaching as you go back into earlier experiences or earlier incidents and re-experience an incident. Regression coaching has been around for a long time. It as a theraputic action has been used with hypnosis where the goal of the therapy was to regress the person into a past incident and run through the incident to experience it out and drop away the stuck stress. A sub-style of regression is simply the act of recalling or remembering, which involves lightly going through and looking at earlier incidents and picking out key decisions, or retrieving key decisions and key associations which are extremely important.

We do not use it as therapy here, I have made certain advancements on this style for coaching

purposes.

## **CREATIVE VISUALIZATION IN COACHING**

There are other styles of coaching which do not work necessarily on any experience you have had in the past, but on your ability to visualize or pre-experience.

Let us say you wish to release stress blocking your ability to acquire something of significance for you. Take money as an example. By visualizing that and pulling it into your body, or bringing that into your body, you are creating for yourself the experience of bringing money in or receiving it; thus, you are letting go of the scarcity or the lack of it, which helps to process through the stuck pictures of your earlier programming on the subject. By then creating the symbol or experience of money through picturing it or visualizing it, and then by throwing it away, you are creating for yourself the experience of throwing away, discarding, completing, letting go of money or giving it away. Very valuable!

This has been a fundamental exercise in Release Dynamics Coaching-tm for it works on your ability to visualize.

As you increase your powers to creatively visualize you release the resistance you have to that preferred reality. You gain rapport with it.

In other words, you preprogram yourself for your intended ideal relationship with money. As you create an experience of money, or an ideal job, or your ideal house, the way you would like to be in terms of ability - whatever it is and pull it into your body again and again, your picture or your visualization becomes more real. As you throw it away, it becomes more real yet.

Through running this process over a period of time - I am talking about hours - your ability to communicate and resolve problems with money, or whatever you are focusing on, improves. You start thinking more freely and intelligently about it. You feel more in control of the subject as you have preprogrammed yourself to control it rather than it controlling you. Any illusions you had of separateness with the area are erased, and your ability to give and receive in the area is enhanced. Ultimately, your ability to picture or your ability to visualize that and anything else is improved. Improving your ability to visualize and pre-experience can transform your entire existence. It is the bridge between dreams and reality.

So our base of data and concepts is layed out now. Those are some of the different styles, sub styles and types of process.

Before we move on, I would like to mention here that processes, drills, and exercises we discuss may at times seem so simple and uncomplicated that they appear valueless or useless. Their

power is oftentimes not apparent in their introductions but only manifests through their use. It is the doing of them that dissipates mental complexities and returns one to what the Buddhists call "ordinary mind". That is what Release Dynamics Coaching-tm call a "zest for living."

## **WHAT SHOULD WE EXPECT WORKING WITH A RELEASE DYNAMICS COACH?**

My favorite first action is to assist the client in getting clear on their purposes and goals. To then get a Goal Program™, a map for their actualization of their dream. Once they are traveling on this well charted path whatever comes up surfaces in a context that is much easier to handle. A Goal Program™ works as a purpose and goal alignment tool that helps all the right pieces appear on the game board. Once this action is done the client will get the most out of future coaching.

For the next level of your expansion you will be aware of things that ordinarily, you were not aware of before. New data; new information will show up; new perceptions. Some might at first seem insignificant. For example, you might notice that your favorite socks have a special pattern embroidered on the heel that you did not see before, or that you have really been struggling with your new computer program. Learning the meaning of a new word is an example of gaining a new awareness. Being able to articulate what is bothering you or that something is even bothering you at all is a new awareness when you previously did not feel adequate in a certain situation but had not yet articulated your experience. You might become aware that the problem you have with your mother did not begin last Tuesday, but rather it began last Monday. All of those are examples of new awareness's.

At the next level of expansion, REALIZATION occur. You actually realize something. (Notice this word broken down, real-ize.) You will notice something and you will put something together. You will have more than simply a new awareness. You will have cognitions, or a re-cognitions. You will actually recognize and gain clarity and understanding for something that you did not recognize before. For example, you might discover that the problem with your cooking is not the ingredients you are using but rather a strange flavor the foods take on when cooked in one of your aluminum pans. . . .

You might experience the cognition that you do not enjoy yourself at parties due to the fact that you really enjoy yourself more when you are simply being at home or at the beach and quietly experiencing your surroundings or a good book during your free time. You could realize that your problem regarding the office is related to the new manager rather than the fact that the kitchen at the office is dirty.

After you have had enough of those realizations or re-cognitions, you will experience a shift. An interesting book called Focusing mentions a phenomenon called a HEART FELT SHIFT. I am referring here to a similar phenomenon. A shift takes place following a number of realizations or following a very expanded realization. You see something or experience it differently than you did before. You have a problem with a particular business opportunity, and all of a sudden a shift takes place. You are able to view the problem from a different perspective, and the problem

looks simpler. Maybe as the owner of a business, you cannot understand what the employees are complaining about, but you suddenly experience a shift in your point of view and you are able to see things from your employees' eyes. Such a phenomenon or experience is what we call a shift.

At the next level of expansion is breakthrough. Breakthrough is very graphic and occurs following a number of shifts or a very profound shift. When a breakthrough occurs, you are able to penetrate and embrace a situation or problem or condition. . . .

You are able to see the barriers that exist in your path and break through them. You have dissipated what was clouding your effectiveness and can now handle the previously overwhelming situation, problem, or condition. You have some ability to deal with it now, whereas before, it was in your way and out of your hands. The condition still exists in some form - possibly only as a remnant that reminds you of what was. It is not as stressful for you. An example would be when a person stops smoking or when a person loses weight. Many times, a control structure remains in existence and rules over the behaviors that brought about the smoking or the overweight condition. Yet, the person has tackled the area and attained his or her goal. If the person restarts smoking or overeating again, the person falls into the pattern again. Accordingly, many people realize they are not in full control over such behaviors; therefore, they establish policies or rules which serve to keep them in line with their goals and avert intrusions from control structures. So, a breakthrough is when you have gained ground with an issue you have been tackling, yet you have not dissolved it. Still, you have overcome your barriers to handling the issue and are now able to deal with it effectively.

So the intermediate result you are striving for in coaching and self-coaching is a breakthrough. You run a number of coaching processes and approach your issue from a number of different angles: You run different coaching techniques, different styles, sub styles and types of coaching styles until a breakthrough occurs. When a breakthrough occurs, you stop processing on that subject immediately. You give yourself a break and a present. Later, you continue working on that subject until it is transformed. It may take several breakthroughs to completely and outright transform a subject or a behavior.

Now TRANSFORMATION is the next most spectacular level of expansion you can reach through self-coaching. Transformation implies that you in fact transform - I do not mean change, but I mean the elements that existed before are no longer the elements that exist now. They are completely new. With transformation, your experience contains none of the components from the past. Transformation is where you actually become one with what you are working on. You become fully integrated with it, and control structures are erased. You are able to access any of the programs or records over which those control structures ruled. You have no problem with the subject you have been working on, and you most likely will forget that it was ever a problem for you. It is like clearing the rocks from your shoe. Your feet no longer have pain or sensation

from the rocks, and you certainly would not think to go about shouting and exclaiming that the rocks are now out of your shoe! . . .

It is simply enough to have gotten them out of your shoe. Your ability to walk comfortably is restored, and you soon forget that they were ever there.

To elaborate on this, when something transforms, the particles that were essential to it are no longer structured or patterned in alignment to the past. For example, when a caterpillar becomes a butterfly, the same particles go into the butterfly as were in the caterpillar; however, the particles are patterned or transmuted into a new form.

When you BREAKTHRU something, you become the director of that condition or situation, whereas when you transform it, the condition or situation is no longer in existence. You have transmuted the particles of the condition or situation - meaning that you have become one with the particles and are able to rearrange them, or erase them, or reprogram them as you wish. The particles that were involved in that condition are totally discharged and they are free as building blocks for you to use in actualizing your goals.

The most profound level of result possible through self-coaching is that of a RESTORED ABILITY. You always knew that ability was possible for you and may even have spoken of how easy it would be if you simply did such and such. When an ability is restored, you may possibly not even notice due to the fact that you are simply one with it. . . .

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You have meshed with the previous condition, have full knowledge of it, your experience is cleared with regard to it, and you are able to actualize potentials you always knew were yours anyway.

As an example, let us say you are an artist working on your ability to create money through selling your artistic creations. You may experience being tongue-tied and ineffective whenever you set out to sell your creations even though you know they are valuable. Following a transformation regarding your barriers to selling your products, you would simply have the ability to make sales, and you would not have much reality on not being able to sell your creations. You would comfortably communicate, make all the sales you wished, and continue to work on your creations. Your ability to sell would be transformed, and it might even be impossible to explain to anyone that you ever had a problem with presentation and sales or what that problem might have been. I call such a restored ability a miracle!.

Now, if you are willing to take whatever time and effort necessary on your part to understand these training materials, and if you run your self-coaching sessions as I will outline for you, these are the levels of expansion you can attain. Your purpose in running a coaching session should be

to "release" the issue or subject you are confronting. It is essential that you recognize when you have experienced a release. Remember our earlier definition of release? .

When you have experienced a release and feel free from the issue or condition you have been coaching through, you must call the process complete. A release can occur following a significant realization, a shift, a breakthrough, or transformation. So you want to experience releasing the issue from being a present problem or concern for you. That is what we call completing a process.

There are two phenomena which can occur when you process yourself and are related to whether or not you have completed a process. One phenomena occurs when you run a process for an insufficient amount of time and is called UNDER WORKING a process. Let us say you are asking yourself a question such as "How have others tried to solve this problem?" You ask yourself the question only twice. It unburdens some of your stress, and some of your misconception, while the truth is if you were to have asked that question ten times and answered it ten times, you would have gotten a full release. You did not ask it enough times though; therefore, you only reactivated the area without gaining sufficient movement to allow for a release or a breakthrough or for the clouds barring your effectiveness in the area to dissipate. Essentially, you have only partially done your job. You have not carried the job through to completion. You have painted half of the house, but not the entire house. Had you continued, you might have found that another had a similar problem and solved it some particular way, and that that realization disclosed an extra-special option for you.

How would the second phenomenon or opposite phenomenon appear? The opposite of under working a process would be overworking a process. In the first phenomenon I spoke of, the process was not used enough (It was underworked.) in which case you left the area or incident without ever calming the control structures and reaching a clear space from which to operate effectively with regard to it.

OVERWORKING a process occurs when you continually ask yourself the question after a release has taken place, thereby invalidating or making less of that particular gain. You would discredit your gain, and your tendency would then be to conjure up another reality over the release, to actually bring back the patterning or noisy control structure all over again. In essence, you would be back where you started.

For example, you might have asked a question such as "What else could I say to my wife when I'm feeling doubtful about my marriage?" If you were asking yourself the question, had a realization and a shift take place, and then continued to ask yourself the question after already realizing what you wanted to tell her, then you would be overworking the process and might bring in a totally new set of circumstances and new charge and stress regarding the subject. To complete with our house analogy, you would be overpainting the house. You would be painting

the doorknobs, the windows, the roof, etc.. Talk about bringing in a new set of circumstances! You'd definitely have reason to feel doubtful about your marriage then. I would too! O.K.. So those are two situations that take place. One is not using the process enough. The other is using it too much.

### ANGLE OF ATTACK

Another aspect of Release Dynamics Coaching -tm to be aware of is working on a proper gradient of attack. You need to ask the lighter questions in the beginning, and the more penetrating questions toward the end. Working on a gradient implies doing something a little at a time or at the appropriate speed limit and intensity or level of confront. It is staying within your learning curve.

A GRADIENT in going skiing might be watching a film on skiing or reading a book on skiing, going to the ski shop and talking to a salesperson there, trying on some skis in the ski shop, going to the ski resort, watching people ski for a while, putting on or trying on some skis in your hotel room, taking them off and putting them on, taking them off, etc. until you reach the point of feeling ready for the small bunny slopes. You might then sit there for a while with the skis on, noticing your fear, and being with your fear. That is a good example of working on a gradient for skiing.

If you were to go immediately to the intermediate slopes, put your skis on at the intermediate slopes, and set off down the hill, you would be going down the hill without the proper training or build-up, and having no idea of what you are doing. Next thing you would know, would come a tree, and you cannot separate into two parts easily! . . .

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So that is an example of doing something above-gradient. That is when the physical universe definitely "does it to you" or controls you, and that is how you can end up skiing two slopes at the same time, with a tree neatly dividing the middle. That is an example of too steep of a gradient.

What you want to do in coaching work is start out on a shallow gradient or a light gradient with yourself - one that gets steeper as you go and does not exceed your own limits. It is important to play on a gradient, at a speed that is comfortable and presents a good challenge.

### CLIENT EDUCATION

Let us move on now to look at the importance of client education. It is imperative you take yourself through a course such as this prior to self-coaching in order to learn about it before you do it. You will make more gain. You could actually make a mess of coaching without the proper training (which you are by the way gaining through your involvement with my work). You might ask yourself inappropriate questions that do not support useful answers forthcoming, or you could

even cut your own communication (In other words, you could interrupt your line of communication with your control structures without realizing you were interrupting the process.). You could coach or question on the wrong issues. You might underwork the question overwork the question. You could start out at zest and end up in grief...

You could lessen your willingness to experience affinity, agreement, and communication for yourself and your programming. You could understand yourself less and afterwards like yourself less and become less willing. Ultimately, you could be prone to abandon your own transformation path, or your own intention to increase your potential and end up within a condition of failure and throw away your future transformational opportunities.

I truly appreciate your willingness to learn this particular technology and participate in it. We have always said that "The client plus the coach is greater than the client working alone with his or her reactive programs." Even just a little objectivity is worth a lot!!! The client trying to deal with the control structures of the bio-computer, without having a coach, or without having created for himself or herself workable procedures, systems, and objective assistance, will not make it through. We will actually deal with the control structures of the bio-computer, for those structures will naturally sabotage you and run you around. That is their nature. They act to keep you from completing things and from accurately and intentionally taking a stand and addressing anything. Reactive programs are structured by control structures to simply have you go into apathy and into grief, and to have you resist opportunities and not understand things. That is the nature of stress. Remember, reactive programs are made up of misunderstandings. And they are stressful!!!

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What you are addressing here is previous programming. What you will want to do is get that programming looked at and confronted and dismissed or banished. Primarily, you will want to unload it and thereby achieve a state of mental purity so that lost or forgotten abilities can re surface: Remember that abilities are uncovered from cleared experience.

#### EARLIER SIMILIAR

Let's look at some other styles and sub styles of coaching. A substyle of regression coaching is called EARLIER-SIMILAR. This implies that you acknowledge and perceive, or you deal with something happening now, and then you look earlier in your life for times when a similar experience existed. You would look at that earlier time, discharge that, and then go earlier still in life and look again for a similar something and get down to the basics of the earliest programming. An example of getting down to basics, or getting down to the earliest time is something called Primal Scream Therapy which was designed to have you re-experience your first screams in life.

An additional substyle of regression coaching would be stripping your incidents, or stripping your past of decisions that you have made in a particular area. If you are having a problem, let us say, with children, you would want to look at your earlier decisions regarding children, view those and pull those out of incidents in your past to see from where in fact you got or created those notions.

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By acknowledging your discoveries, you would enable yourself to create a clear space of no stuck, subconscious, pre-programmed, misunderstood experiences regarding children. You could then view children directly and make your own present-day decisions based on observation rather than on decisions made upon maybe mis-experience and failure, and mis-advice, etc..

#### AFFIRMATION

Additionally, there is a style of coaching called affirmation, where you affirm a positive trait. As you affirm the trait, the negatively, doubt, loss and fears come up for you to be with and perceive. You would affirm it again and go back to experience what comes up and view it again, or affirm it again and see what comes up, and affirm it until you can affirm the thing with full intention and all counterproductive programming deleted.

#### SCALE OF TRANSFORMATION

Another style of coaching called SCALE TRANSFORMATION, is addressing a statement or experience of yours which is non-optimum and transforming it. Let us take the experience of poverty for an example. You would experience that and then transform that particular experience into the experience of abundance. You would go back and forth from poverty to abundance and abundance to poverty until you reached your full potential to experience abundance, as well as of course, poverty. Resistances, I cant's, unpleasant emotions and self-depreciating attitudes would be experienced as you accessed your barriers to abundance. You would be creating for yourself a particular skill in transforming or changing stuck conditions.

Alright. There is a substyle of coaching that works with effort. It coaches awareness of efforts from the past - efforts that you have put behind things - as well as opposite or opposing efforts. As an example, you might have efforted to do well in school or to like school. You may also have generated an opposing effort to hate school or to not like school. These two efforts, on a collision course with each other, make a problem, or stuckness. This type of process has you re-experience the efforts on both sides, thereby becoming able to move from being stuck about it, to deleting the efforts that drain aliveness and energy.

#### ANCHORING

Another style of coaching called ANCHORING comes out of Neurolinguistic Programming, created by Bandler and Grinder. This technique most probably evolved from some hypnosis

models of Milton Ericson's, M.D.. In anchoring, you are taking a negative experience and associating it with some positive results or positive experience, thereby anchoring, or pulling it into a positive context or a positive experience.

Individual people do this daily. By being aware of it, you can use it as a tool. Anchoring is where you have a condition - let us say you do not like typing very much, okay. Right now you do not feel like typing. So what you do is type a little and then reward yourself by going and having something to eat, taking a nice walk and watching a movie. . . .

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The next time you think of typing you automatically remember walking, nice movie, and the other positive things you did for yourself, and you start to recontextualize or shift the experience of typing, so that it now starts to be wonderful. The more you do it the better it gets.

For example: a client of mine celebrated every time he lost a client by going out to dinner. The advantage of this was that each time lost another client, the experience of a positive and enjoyable dinner would come up. Soon the experience recon-textualized or transformed from, "Oh my gosh!, I am going to lose a client" (which was a heavy fear reaction with negative connotations) to, "I am going to lose a client and it feels good!" So he resisted losing clients less and therefore turned the resistance into a positive experience without resistance: He transformed his pattern of chasing away clients. There is an interesting model at play here: You get or become what you resist. When you focus your energy on something over a period of time, you actually bring that something about. You can change your automatic preoccupation with something like losing clients to something more positive, and in that process, you break up the circuitry that predisposes loss.

### ROLE PLAYING

O.K.. The last style of coaching we will discuss in this section is called ROLE PLAYING.. In Role playing, you relate to another person as if the person were actually present when he or she is not. You work with a consultant to visualize appropriate and workable behavior with regard to another person, and to then relate and process through the reactions that surface until you are responding rather than reacting. You ultimately become more able to communicate effectively to that other person in his or her presence as you gradiently build up to it.

## ALTERED STATES

There are so many conditions and issues to which Release Dynamics Coaching-tm. can be directed and applied. I have given you only twelve types of coaching. I actually teach and utilize thirty-six different styles of coaching. Most 'isms and 'ologies or practices use maybe four, five, or six - I actually teach thirty-six styles! I am covering with you eight of these styles as well as several sub styles. You can utilize these coaching styles to improve memory and communication, to resolve problems, to deal with transgressions, upsets, and fixed conditions, and to clear away automatic patterns of being, doing and having. There is much you can do with the materials I am presenting to you.

To give you more of an appreciation for our work and the dimensions of possibility open to you through the technology, allow me to discuss specific areas of life in which Release DynamicsTM can be applied.

Our coaching styles work on:

- dropping effort;
- creating freedoms;
- dropping I cant's; dropping stressful behaviors;
- letting go of living in the future and discovering the here-now;
- being more creative;
- generating and handling energy;
- visualizing future events;
- dropping counterproductive attitudes;
- expanding your willingness to experience and to relate
- releasing past past trauma;
- getting into higher states of rapport
- orienting yourself in the here-now
- altered states
- getting over losses;
- creating experiences of deep relaxation;
- recontextualizing experience;
- completing experience;
- creating out of the body experiences or
- creating specific abilities
- spiritual self discoveryi

As you receive Release DynamicsCoaching-tm, you may at some points find yourself going into a dreamlike state with an expanded sense of your inner experiences. Your attention will be shifting from your environment to your inner self. It may appear you are not even participating with the

processes or seem like you have somehow gone into some other kind of mental state. Let's explore these altered states.

One of the first psychological fields to recognize altered states was hypnosis. Two individuals, Bandler and Grinder, have many books on the market with regard to hypnosis. They studied Milton Ericson, M.D., who was probably the most well-known of hypnotherapists. Through their study of his work, they basically concurred that Dr. Ericson had a number of techniques he would use to quote, "hypnotize a person". The following are just a few examples of techniques he used: He would ask his subject a question repetitively, again and again and again; or he would have a subject focus on something for a period of time, or concentrate on something; or he would have a person affirm certain statements, relax, shift his or her attention from object to object, create pleasurable relationships with objects, or relive past incidents.

So a number of the methods Dr. Ericson used to get a person into a state of so-called "hypnosis" are techniques that have been utilized in processing by many therapists, hypnotherapists, counselors, biofeedback practitioners, consultants, psychiatrists, psychotherapists, etc. for many years. Thus, these different bodies of knowledge are not exactly enemies to each other. As a matter of fact, they are very close friends and sometimes nearly identical.

In alignment with the data Bandler and Grinder gathered, their breakthroughs, what others in psychological fields have discovered, and what has been uncovered in terms of the neurophysiology involved with achieving different states of consciousness, some novel data has emerged and accordingly, some new models of behavior. I am referring to the scientific data concerning the four brain wave rhythms and associated states of consciousness.

The first rhythmic wave form of the brain we shall discuss is called beta wave or beta rhythm which is a fast brain wave state (according to the number of cycles per second that such waves occur). The beta wave is associated with an alert waking state. It occurs during regular, everyday consciousness where one is engaged in activities and chores. This is also the dominant wave-form found in states of anxiety and apprehension. The cycles per second or the frequency range of the beta rhythm is the fastest relative to the other brain wave rhythms.

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The alpha wave is the most common wave form extrapolated when analyzing brain wave patterns of the adult brain, when the person is resting. When alpha wave activity predominates, you might say the person is in a state of relaxed wakefulness. This implies that the brain state is a receptive one. In this state a person is generally detached from barriers and limitations and has a subjective feeling of tranquillity, pleasantness and floating. The alpha state is brought about by meditation, relaxation and stress reduction. It is also experienced when first entering into sleep at night. From our research, we have found that the alpha state is conducive to visualization, affirmation, focusing the attention inwardly, and thinking things through. So the alpha rhythm is associated

with a state of inward attention and its frequency is slower than that of the beta rhythm.

The frequency range of theta waves is even slower than that of alpha waves. Generally, the theta waves are sparse in waking brain wave patterns and are found most frequently during drowsiness and dreaming. Theta wave activity is associated with a detachment from barriers and an intense ability to visualize and to see things clearly. They occur during deep hypnosis, deep meditation, and the early stages of sleep. The theta state is conducive to internal processing, letting go of stress, rethinking, planning, creative modes and creative re-programming for future activities. Theta activity also occurs during alert behavior, generally sporadically, but it frequently appears at moments of sudden insight or recognition of events in memory.

We will, from time to time in our discussions, refer to the alpha-theta state, meaning simply that the state we are referring to occurs within the alpha or theta wave frequency ranges. It is not necessary for our purposes to draw an elaborate distinction between the alpha and theta states, as both are conducive to inner dialogue and self-introspection.

Delta waves are very slow waves which have a slower frequency than any of the other brain wave rhythms. Delta waves are present during deep sleep, when little awareness is present and usually occur as single waves. The delta rhythm is basically associated with what we might call unconsciousness, whereas the beta rhythm is associated with what we could call a state of waking consciousness, the alpha rhythm with a state of relaxed wakefulness and internally focused attention, and the theta rhythm with a state of dreaming and deep, internal process.

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To then bring this data into a model we can integrate, we would say that beta waves are present during waking consciousness; alpha and theta waves assist the inspection of the subconscious or the near-waking conscious which includes what we have been calling the obscure programs of the bio-computer; and delta waves are associated with unconsciousness. Henceforth, we shall associate these brain wave rhythms to the possible planes of consciousness from which one could operate, and for the most part, I will refer to them as merely beta, alpha, theta, alpha-theta, and delta. We are drawing these distinctions to increase our reality and understanding and to discover how we might apply associated phenomena.

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With Release Dynamics Coaching-tm people are working toward and intending to attain the ability to be able to shift planes of consciousness at will. As in the scale of emotions - where there is no good or bad emotion, there is no right or wrong, good or bad state of brain wave activity. It is a matter of which is appropriate at any specific time for a certain task or desired experience.

For example, for fixing dinner, beta is probably great. For meditating or for relaxing one's body and visualizing, or for unprogramming the patterning in one's body and letting go, alpha and theta would be great. Delta would be great if one simply wanted to get away from it all and spend seven hours with a blanket over his or her head.

So, using our model, these are four brain wave states or possible planes of consciousness from which one could be operating at any given time. If a person is in light meditation, alpha probably predominates. Deeper states or planes involve theta. If a person is competently doing aikido or engaged mentally or physically in other martial arts exercises, we could assume their plane of consciousness is alpha-theta. Deep breathing would also be associated with alpha-theta as would bio-energetics. You are beginning to get the idea. Jogging initially involves beta; however, jogging over a period of time involves alpha-theta.

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Hypnosis is geared toward causing or bringing about an altered "sleep" state where a person is actually wide awake within his or her own Self. Hypnosis is a state where a person takes his or her attention off of the physical universe and the environment and becomes inwardly awake, to be inwardly able to receive suggestion or to be able to affirm, visualize and experience or re-experience.

The biofeedback rage of the 70's was the application of various disciplines to the art of biofeedback and stress reduction. Many individuals worked with biofeedback instruments attempting to be able to create alpha-theta states at will. Unfortunately, some individuals are emotionally blocked and therefore cannot easily achieve deep states of alpha-theta consciousness.

Processing enables a person to attain a state of release from any type of block through clearing the bio-computer of reactive-type obscure programs which cause these blocks. That state of release occurs around the alpha-theta plane of consciousness. So evidently, there are some very close relationships that exist.

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In Release Dynamics Coaching-tm a dream state takes place, where the client shifts planes of consciousness, or takes on an altered state. As the client, you might tend to think you are nodding off or going to sleep and are not participating in Release Coaching-tm. Verily, through consciously creating visualizations, your now consciousness will begin to dissipate or to step out of the way or fall asleep. However, the subconscious will begin to awaken. Through continuing the exercise or process, you will become more aware of pictures from the past. Your perception of time and the environment will have shifted from being external to internal, and the subconscious will have awakened. By then processing with the subconscious in this inwardly focused state, stress releases, the altered or dreamlike state becomes intensified, and pictures from the past become more and more real. Your ability to visualize, to control and manage these

visualizations, and to see, hear and feel past perception is enhanced. You have more control over your energy, and your body. Patterns drop away. You experience more creativity and less impingement of the actual physical universe. Your internal dialogue (often called thinking) becomes clearer and easier. The processes address the subconscious, and you, in reality, communicate to and process with the subconscious bio-computer.

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.fotape 4, side 1

90a

Your subconscious bio-computer programs contain patterning. In Release Dynamics Coaching-tm we are dealing with processing out the past directives from such programs. The exercises and drills we work with consciously are run for the most part in beta. There are no absolutes, but exercises and drills are mainly run from the beta plane, which is regular waking consciousness. When receiving coaching over a period of time, your now moment consciousness may on occasion begin to fall asleep and the subconscious will awaken. You will enter an alpha-theta plane of consciousness which is more conducive to running processes. Coaching can enhance your ability to visualize and to deprogram and release stress and thus are run from the alpha and theta planes. Not much goes on in delta save for sleep.

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.fotape 4, side 1

90b

Let's look more closely at our objectives for working with -the subconscious bio-computer. The following is a paraphrased overview from a book and I wrote a few years back on personal management:

The subconscious is made up of programming. It is made up of past decisions, attempts, considerations, thoughts, ideas, mental positions, which have a dictating or command force over the individual. Psychotherapy, different 'isms and 'ologies, processes, exercises, drills, and assimilation of data, help one to become aware of this and learn to take control. To take the determinism of one's life away from the subconscious and assume it directly.

What Release Dynamics Coaching-tm is then striving to accomplish - as are many other processing methods, 'isms, 'ologies, etc. - is for one to reassume control. This is accomplished in Release Coaching-tm by bypassing beta plane consciousness, entering the alpha-theta plane, and speaking or dialoging directly with the subconscious. Ultimately then, one is on a journey to allow ones higher self to reassume "control" from control structures.

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.fotape 4, side 1

90c

Control structures are mechanical. Given a certain stimulus they activate a programmed reaction or response. For example, when you think negatively, when you affirm or give energy to negative

concepts or beliefs about yourself, you put negative programming into your subconscious and a control structure acts to accommodate it, protect it and nurture it, and thus, you give a control structure the power to influence you later. You affirm attitudes and conditions that oppose your basic purposes and goals, thereby creating blocks which have a large amount of stopping power. Basically, you create your own reality, or you create your experience through your thoughts. In other words, you program in your experiences whether they be those of disability or ability. This idea is not novel.

### **VISUALIZING COACHING RESULTS**

The study I am about to show you demonstrates the importance pre-experience or visualization plays in living superhuman lives.

There was a study done in a Chicago university some years ago. The following is roughly the study in a nutshell: A group of basketball players, or at least potential ones at that point, were trained in the playing of basketball and shooting baskets. Another group, not trained in the shooting of baskets, were told to visualize shooting baskets, and spent the same amount of time visualizing shooting baskets that the basketball players spent physically throwing the ball. The two groups were tested and the findings showed that the group that practiced only through their visualizations over the allocated period, achieved approximately the same level of perfection in their scores when tested in shooting baskets as the group of actively trained individuals. These results are indicative of the fact that visualization activity may be equally as important if not more important than physically training in accomplishing goal-oriented tasks.

In other words, if one wanted to be a skier, it might be as important to visualize skiing as to actually ski, in terms of getting proficient at skiing. An interesting idea.

I have noticed that in the hypnosis field a lot of attention is given to visualization. From visualizing the outcome of things, to visualizing taking responsibility, and therefore, visualizing creating an appropriate result, visualizing handling this and that. Those are definitely important and workable actions to do.

I have found that some of what I do using the thirty-six styles of coaching. I have developed for Release Dynamics Coaching-tm is considered to be "hypnosis" by hypnotherapists I have worked with, as well as clients that have been therapists or hypnotherapists. Conversely, I consider particular aspects of their work to be similar to some of the techniques we use in Release Dynamics Coaching-tm.

It is essential for coaches to understand specific phenomena that often occur in coaching sessions. In examining the following material you will discover how important your communication mannerisms are. What effects they have on client states of consciousness. I am not attempting to suggest that you hypnotize your clients. I do suggest that "hypnosis" does happen in coaching sessions inadvertently. I would like you to fully understand what it is and how it affects the coaching result.

### **ADVANCED COMMUNICATION TECHNOLOGY**

The following discussion should allow you to compare the two modes of expansion. Now how people end up going into alpha and theta states is very interesting. If you recall, each wave form has a characteristic range of frequency or number of cycles per second with which it occurs. Sound waves occurring within these same ranges of frequency or cycles per second will facilitate a person into these states. As an example, in early hypnosis, the therapist would have the patient talk at a very specific and fixed frequency or rate of words per minute. Conscious awareness would eventually dissipate, and one's attention would go inward to the subconscious.

The hypnotherapist, or hypnotist would talk s l o w l y, and the person would go into a hypnotic state or a trance. You also probably remember from the early days of hypnosis that the hypnotist might take a watch and swing it back and forth in front of a person, or pour a bowl of water, and swirl a flower in it. These were all designed to get the person to focus his or her attention and to go into an altered state, or a trance state. I will speak more about trance states as we go. So, the interesting data uncovered through research was that certain rhythmical sights and sounds will produce an alpha or theta state, both of which are very wonderful for knowingly unprogramming and programming; for visualizing, looking at the past, dropping stress, letting go of patterning, and for structuring abilities. As a person experiences particular rhythms of what he or she is watching or listening to, the brain waves tend to take on the alpha-theta frequency. This is called a "following response" or just simply "pacing". Also, when a person takes drugs or engages in a variety of other activities, he or she may well be consciously or subconsciously trying to achieve an alpha-theta state. Some drugs' effects simulate or produce an alpha-theta state by affecting the electrical activity of brain waves, though oftentimes this occurs in the toxic-dose range of the drug.

So with regard to the "following response" we spoke of, it can occur when one hears a rhythmical sound such as rock and roll, or when one sees lights flashing with particular beats at a disco. Through being in the presence of such flashing lights, strobe lights, and rhythmical sounds, one goes into an altered state and gets high: One experiences one's "Higher Self."

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If you listen to reports from people who drive for extended periods of time, they may talk of watching the double-yellow line going by while they drive. It keeps on going, and going, and going. Soon, they reach levels of monotony with it, then become bored, and may even encounter psychic experiences, or let us say paranormal or unusual experiences such as taking short flights out of their bodies. (Hopefully, they only take short flights if they are indeed driving! Of course, if their out of the body perceptions are good, maybe they could have their bodies drive for them!).

Nature sound can also trigger such effects. When you are close enough to listen to the ocean's roar, the water coming in and out over a period of time, you may sort of "go to sleep." When you "go to sleep" in these instances, oftentimes your brain waves are going into an alpha-theta state conducive to increased internal awareness.

Rhythmic nature sounds such as those from falling rain, the babbling of a brook, the crash of an ocean wave can also trigger the brain waves into an alpha-theta state or rhythm. Lights flickering, candles flickering; lights through a forest; a strobe light; light shows: All can facilitate altered states. Even aquariums are reported to be conducive to achieving altered states. (Have you hugged your fish today? !!Might be an appropriate bumper sticker!!)

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I previously mentioned the term, trance state to you. Basically when a light trance occurs (which tends to happen around the alpha plane) an individual becomes relaxed but still remains aware of what is going on in the immediate environment. Most people can achieve this state easily. It is a state of having more inward attention, and being able to unplug from one's programming. However, to appropriately use a light trance state to its full potential is another matter requiring training and discipline.

In a medium trance state, theta wave activity can be seen, and one is in a very relaxed state, completely open to suggestion from one's Self or another or others. Thus, this state is conducive to unprogramming and re-evaluating experiences, etc. Facilitating one into a medium trance state is used in some practices for placing suggestions into one's subconscious; however, the suggestions of the practitioner are not part of Release Dynamics Coaching-tm. I rarely utilize this method of suggestion in my work with people and do so only as a part of other technologies I have developed.

A deep trance state can be associated with slower frequency theta wave activity. Deep trance

states are directly available to maybe one out of ten persons. Stage hypnotists tend to look for people to whom they can give commands and have them hold their arms up forever and do almost parapsychical or paranormal activities while in a deep trance state. When a subject is in this state, suggestions can even effect an increase or a decrease in his or her heart rate. Yogis and people who meditate and participate in Eastern religions or Eastern practices often aim at such deep states of experience. Where the experiences are profound, they can attain supreme states of awareness. Thus, incredible levels of transcending one's subconscious programming are available.

There are also many instruments, 'isms, 'ologies and other things on the market available to help produce these altered states. Even deep breathing can influence a person in such a way. I certainly have not cornered the market on assisting people assisting people in achieving alpha-theta states.

Back a couple of years ago, I developed an alpha-theta audiotape through electronically processing wave forms transmitted from an instrument I developed, the BioBliss-tm. The BioBliss-tm instrument transmits wave forms or pulses in the alpha-theta frequency ranges. By electronically processing those pulses, I realized I had transformed them into a usable form for audio cassettes. I call the form of those pulses on audiocassete Alpha-syn-tm. Knowing that what is affirmed or created while a person is in the alpha or theta state will carry over into the beta state and manifest in waking consciousness with more intensity and clarity, I have utilized the Alpha-sync-tm on audiocassettes to assist my clients in visualizing their Goal Programs-tm or what you might call game plans for actualizing their goals. My clients were pleasingly amazed at the excellent results they manifested following their scheduled use of these audiocassettes while affirming and visualizing their Goal Programs-tm. This brain wave control using audio cassettes has been superseded by using my Life Energy Amplifier-tm. This device raises the vitality of the client so that he can see deeper into the subconscious. It has no distracting artifact. The client enters a most expanded mental state where it is easy to visualize future results because more free attention or units of awareness are available. For more information of the LEA-tm see it's brochure called Mental & Spiritual Energy Clearing and research report booklet called Life Energy Amplification- Encounters with the Life Force, \$10. by myself.

I made another breakthrough as well. It regards something I discovered through studying hypnosis, watching video tapes of Milton Ericson, M.D., my association with Bandler and Grinder and their material, and my years and years of Release Dynamics Processing-tm with people. You see, Bandler and Grinder realized there are certain people who are visualizers, there are certain people who experience life mainly through their auditory senses - meaning they "hear" things, and there are certain people who are kines-thetically oriented - they are "feelers". So visual people make sense of their universe by attempting to see and look at it and piece it together through visualization. Auditory people hear it. They try to listen for it, they listen for

discrepancies, they organize it by hearing. Kinesthetic people experience how they feel. They feel this way, they feel that way. They are the touchy and feely types. They go into a room, they start feeling and touching things to get oriented, where auditory people would listen to sounds and visual people would look at things to get oriented.

Bandler and Grinder's breakthrough occurred when they found that a visual person will not be able to relate to an auditory person very well, nor to a kinesthetic. So as an example, a visual person will respond best to a person who visualize. An auditory person will respond best to a person who listens, or talks or hears, and a kinesthetic person - the feeling people - will get together and feel together. That is how they best gain their mutual realities and share experiences.

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We found out over the years that we have had visually-oriented consultants dealing with kinesthetically-oriented clients. The visual consultant would say, "Well do you SEE this? How does this look to you?" And the kinesthetic person would say, "Well, I don't feel; it doesn't feel that way to me," or "Gee, it just doesn't feel right." Subsequently, sort of a battle would ensue concerning the different modes of experience being communicated back and forth.

Thus you can generally take experience and break it down into seeing, hearing and feeling. Those are generally the modes through which people experience life. I have taken my processes and put them into visual, auditory, and kinesthetic modes so that the processes virtually communicate to all types. People who primarily visualize can experience them well, as can people who are auditorially oriented, and people who are kinesthetically oriented.

## PROCESS TALK

Yeah!!! We are at a fun point in the program now! The next discussions I will go over are the main points we still need to cover before we look into some coaching actions in detail. On we go.

First, look at the datum, "Any present unwanted belief one is trying to release on any given subject appears to have its roots in the past." (a profound statement) One's past at any given time may not seem to relate somehow to how the future is, or how the present is, so it is the job of coaching to clear and dissipate those unconsciously held beliefs, to illuminate those clouds of unknowingness. One does that by discovering the connection and making sense out of it.

Remember throughout: we are striving to discover and illuminate how you have connected the past with beliefs of the present and how you have used those connections to create your unwanted situations.

If it were obvious to you what you did or did not do to bring about an unwanted condition, it would not be there. You most likely would have shifted or transformed it a long time ago. You see, process coaching is working with bringing about the obvious. There is nothing particularly hidden or mysterious about how you have set up your life. However, when you are involved in it, the how tends sometimes not to be so obvious. You may tend to overlook or not see what exactly brings about certain, let us say, unwanted conditions. The methods and mechanisms behind how you have set up your life may seem to be hidden or suppressed or obscured somehow.

Let us discuss the matter of responsibility. Parts of our discussion may sound familiar to you. The subject is not a new one; however, we will source the discussion together as if it were a new concept for us to discover and create together.

Being responsible for anything and everything that occurs or manifests can be almost an unreal idea. I am not even asking you to go that far. My genuine request is for you to establish the willingness to see yourself as cause. Your realizations will come from that willingness.

Basically, through holding the willingness to be responsible, you enable yourself to arrive at a point of view or an experience of being more powerful and result-oriented than you might have figured.

Your willingness to acknowledge yourself for bringing about your life increases. Processes are precise questions designed to have you consciously unfold and bring about your own life, and all the many facets, areas, and issues, etc..

When you can experience some part of your past as being perfectly appropriate and necessary for getting you to your present position in life and preparing you for your future, you have come very far in your coaching process. I want you to simply consider being the source of all that has occurred and is manifesting in your life as if you had planned it and pre-written it in a play in which you were to be the star. Are you willing to take on that point of view?

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I believe Aristotle first came out with the idea of teleology. Telos is from the Greek meaning goal or the end toward which events are aiming, moving, and so forth. Aristotle was advocating a natural teleology - the idea that there is a "final cause" or a reason that something is existing, happening, or about to take place.

More formally, teleology is the philosophical study of manifestations of design or purpose in natural processes or occurrences under the belief that natural processes are not determined by mechanism but rather by their utility in an overall natural design.

I'll restate that; I know it's an earful! Teleology is the study of manifestations of design or purpose in natural processes or occurrences under the belief that natural processes are not determined by mechanism but rather by their utility in an overall natural design. In other words, Higher will?

So, if you could envision having written a movie-script for your life and then placing yourself in it, I would say that you were looking at being 100% responsible for having created the teleological design of your life. Would you be willing to deal with each situation from and with the viewpoint that you are cause in the matter whether you realize it at the time or not? Would you be willing to see yourself as cause over what you are, what you do, what you have, what is done to you and even over what another has done to another? I know that is a very full question.

By accepting responsibility, I do not mean for you to take on the burden of the world or blame yourself or anyone else for what has occurred. If you feel remorse or regret for the events that have occurred or are occurring, you are not taking on responsibility. Praising yourself for things that occur is not taking on responsibility, although acknowledging yourself for accomplishments is important. You are not a thing which needs to take on the burdens of the world. You are not some thing which needs to be praised, or blamed, or accredited, or ashamed, or guilty for events. Those actions all include judgments of what is right and wrong, good and bad, or better and worse. They are derived from a ground of being in which the Self is considered to be an object rather than the magical space or presence in which life manifests. I want you to create a magical circle and imagine the space within as being You. See yourself as operating and creating life from that space.

Mmm! That is an omnipotent mind set.

## Advanced coaching technology

We are now ready to look at some specific coaching questions and an overall discussion of how to work them.

Note that in the following sample and explanatory program of coaching processes. If you notice your attention becoming hazy or cloudy as I am explaining a process, ask yourself what issue and/or pictures came up to be run through that process. . . .

You will also have at least an idea of what questions or exercises would be appropriate for handling that issue or those pictures simply from the knowledge you will have gained in this training.

I will be discussing the following coaching techniques with you sometimes as if you were indeed the client. This should give you an excellent picture of how you would use the exercises and run the processing questions we will discuss, and you will begin to gain some reality on the stages you would go through in releasing a pattern.

I recommend that you do NOT work an actual issue of yours through the following sample coaching processes today, as I will be using sample issues, and you will gain no benefit by endeavoring to run a different issue than the one I am using. Also, your responses would possibly not be the ones I use as examples, so you would end up possibly feeding someone else's responses into your programming which would be an inappropriate method for clearing your true responses. You have enough of your own responses, so it is important that you simply observe yourself being guided through the following sample processing program. In order to allow you to observe passively, I will narrate your experiences for you, discuss the theory behind the coaching processes as we go, and project possible results and conclusions you might have as the client. O.K.. So, how can you best prepare yourself to get the most from your coaching?

To be prepared to receive a coaching session, it is critical you be well fed - you want to have enough food in your body so that you are not hungry. You want to be well rested so that you can accomplish with full capacity the work that we will do together. If it is possible for you, the most benefit will be gained from your coaching if your body is free from non-prescribed drugs.

Normally, we require our clients in coaching to not indulge in alcohol or other drugs for at least twenty-four hours, and often longer before doing a session. However, if it is mandatory that you take a prescription medication, please take your medication at the regularly scheduled time in accordance with your Doctor's instructions.

You need to create a safe space for yourself to work in, free from distractions, antagonistic persons, incomplete and things that grab your attention. You also want to have a flow of fresh air. You might want an ionizer near you to clean the air and keep the dirt particles out. You want to be comfortable. You could relax on the couch or lie on your bed. Perhaps you would like to sit in your favorite chair. Maybe it is a reclining chair or a chaise longue **\*\*pronounced shayz lawng\*\*** (For those of you that tend to speak like I do sometimes, "Shayz lawng" is a French word for what we tend to call a "chase lounge"!)

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Moving right along! The next thing to do is find out the name of the subject you wish to work with. What topic are you working on? Resolution? Are you intending to resolve something? Or are you working on the dropping of particular kinds of behavior? Or do you want to reduce overall stress? What is the name of your program? Then, what is the ultimate or final result? Set a goal for yourself so that you will know when it has been achieved and also, when it has not been achieved. An administrative support tool that will serve you well is a three by five index card. After choosing an issue to work on, write it down on a three by five card along with the ultimate result you are striving to accomplish with regard to that issue. This reference card will save you wasted energies as it will function as a handy reminder of your goal. Keep with the exercise until you have achieved that goal. Once you have achieved that goal, drop your participation immediately, acknowledge yourself, tear in half and throw away your three by five card, and take a break. If you were to push it and continue going after already achieving a goal, you would surely refute your result and overwork the process. You would start to reactivate tiredness and act out quitting. Save yourself from all of this and simply call a result a result.

When all is prepared for your session, you want to firmly tell yourself, "Start of coaching session!" so that the session starts for you and you are there participating in the space of the session.

Logistically, financially, or for whatever reasons, you may not always be able to do this, so three days a week, two days a week, or even one day a week - if that is all the time you think you can schedule - will be the next best though not anywhere near as exciting. Daily sessions are still the best if you can arrange it.

The procedure to use: you start the session, make sure you are comfortable. Start with affinity or its correlate, visualization. You want to get into affinity with the area that you want to handle and release, so create a visualization. Let us say you have a compulsive behavior you wish to handle. You might be compulsively making uncomplimentary remarks about people. You find yourself doing it without awareness - you are just doing it. Maybe you are compulsively breaking agreements. Or maybe you are compulsively smoking, or compulsively eating, or compulsively being dishonest about something, or compulsively wanting to run away from things that seem

overwhelming ( which is what we call "compulsive escapism").

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For the first coaching process, you create a picture of that particular behavior. Let us say, as an example, that you are overeating or taking drugs or smoking. You then picture in front of you an image of yourself compulsively overeating, or taking drugs, or whatever. You make it as real as possible and pull it into your body, one image after the other. you create the image, and keep pulling it into your body, one after the other. You just keep doing that. What are you doing here? You are bringing it into closer proximity with you, creating the opportunity to have some affinity for it. You are practicing in having an experience of it, raising your ability to have it, and raising your willingness to face it as an issue.

After you have pulled it into your body maybe eight, or ten, or fifteen times, you then create the image out in front of you and then throw it away.

You also do this a number of times. Why throw it away? You are taking the compulsive behavior and deprogramming it or exercising your ability to throw that energy or that compulsion away. You are getting rid of it. You then go back and create the image a number of times and pull it into your body, pull it into your body, pull it into your body. You keep stuffing your body with the energy, making this experience as real as possible, and then you create the image a number of times and throw it away each time, one after the other. Sounds like a very innocent type of process. You are practicing the art of giving and receiving; or in other words, the art of creating and disappearing an experience!

You run this about five minutes, six minutes, seven minutes, eight minutes, and eventually find yourself becoming oriented to the area you are working in and gaining more reality on it and alignment with it: Developing an intimate or a more familiar, less-threatening relationship. You find yourself wanting to look at the area more than you did before. Your willingness to handle it is expanding and becoming quite perky as a matter of fact. It increases along with your level of emotion. You are most likely noticing, on the scale of emotions that I explained earlier, what emotional position you were in before - in contrast to your new emotional level regarding the matter.

You then move on to the next coaching process.

Now something very interesting here - you may find that now you want to visualize it even a bit more. Here is another process. You create an image of yourself not overeating but being very satisfied on small amounts of food. Or you create an image of yourself not smoking, or not drinking, or not drug-taking, or not being dishonest, or not compulsively breaking agreements or not making uncomplimentary remarks about people - whatever is appropriately the reverse side of your issue. You create that picture in front of you, make it solid and real, visualize it, hear it, and

feel it. You make the feelings from it very real for your Self; hear whatever is going on in that particular image; and then start pulling that image along with these relative perceptions and feelings into your body. . . .

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What you are doing now is programming your body and programming your awareness for the desirable outcome that you want.

When you start coaching, do it this way. I promise you: this is the most successful way I have ever come across for beginning your work with advance coaching..

You then create for yourself the picture of you not smoking, not eating, not taking drugs or not compulsively doing whatever it is you have been doing compulsively, and you throw that picture away. Why throw it away? Seems like you'd want to hold onto it. By throwing something away you are wasting it. You cannot have it be part of your experience until first you are able to waste it. As the source of it, as the real person at cause, wasting is not a problem for you as you can always create the so-called scarce experience again.

You have been coming from the point of view that there is a scarcity of the experience called, "appropriate eating," "appropriate drinking", "no smoking," or "appropriately managing your relationships." There has been a scarcity or a lack of abundance of it. What I am having you do here is waste it, so that you can move through the barrier and find out that there is no limit to this thing, there is no scarcity of it: You can create the desired outcome you want abundantly, because you can merely create it.

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What comes up as you work with these advanced coaching practices are unpleasant emotions, unpleasant attitudes, circuits telling you to stop the processing and quit, and thoughts such as "I'm no good," "You're no good," "Everything's no good," "Drink your heart out," "Smoke your brains out," "Eat your face," and all that junk that's been lurking underneath your problem condition. With all that, it can seem you are going crazy. You are not. O.K.?

Machines come up to try to stop things. Your arms may raise, your fists may clench, you may feel anger and tend to knot up your face. Reactivating and patterning come up.

Unconsciousness, drowsiness, etc. come up. All these things come up as you coach. In your first few coaching sessions, you may think the coaching processes is too slow, or too fast, or not enough. As you keep working these issues you begin to pass into a more dreamlike state. You are leaving the beta plane of consciousness, which is full of that kind of stuff, and beginning to move into your subconscious, where the consciousness is characterized by the alpha and theta waveforms.

Now let's see the next coaching process. For simplicity, and clarity, I will use the issue of overeating in the remaining examples. So let us say you are overeating. The following is an excellent process you can run after completing the above processes: Take a look and create problems that overeating might be for you. Remember, a problem is a purpose and an opposite purpose, or an intention with an opposite intention. So you might say, "Well, overeating - this creates the problem of not being loved by my mother, and I want to be loved by my mother." Or you might say, "This creates the problem of not being loved by my father and I want to be loved by my father"; or "My boss starts to pick on me"; and da da da da. So you create more and more problems. Now why on earth in a coaching session, would you create problems when the very purpose of this work is to delete them?

Ah-ha. Well. Your control structures create problems automatically, and that is how you begot this condition (this compulsion to overeat or to do whatever you have been doing). Through creating more and more problems, you enable yourself to start consciously seeing and consciously experiencing what your control structures are doing for you; hence, you enable yourself to ultimately take over or experience out this automatic function. As you create more and more problems, more and more problems, you start to get a sense of and to recontextualize the current problem you have. You create problems until you have created a mountain of them, an overload of problems. . . .

Somehow or another you feel relieved, even though it doesn't seem reasonable and you cannot figure out why.

Next, you create solutions. You look at all the ways you can try to solve this thing. After you have done that, you fantasize more solutions, e.g. "I will try to solve it by this, and that, and this. I will go jogging, and da da da. I will try Weight Watchers, Weight Reducers, Weight Don't Have, I don't have, I don't have any weight, there's no weight, I'm skinny - you know, all this, this book, this da da da da program here, da da da . . . all the solutions." O.K.? At that point you start to realize more and more and get a sense of the pattern. You become conscious of the many subconscious issues going on.

Then you go on to the next coaching process. For the next process, you have a few realizations of course. Following these in the next process, you shift your point of view from what you consider to be that of an over eater's to that of a light eater's. You go back and forth, shifting it from the experience of being a heavy eater to a light eater and shifting it from the experience of being a light eater to a heavy eater. Back and forth and back and forth you go. You shift your point of view back and forth a few times. You start to be able to shift it - which allows you on a gradient basis, to start taking control of the pattern.

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You then create other shifts. Let us say you feel lonely, and that is why you overeat. You

therefore shift your experience from being lonely (from being alone at the bottom of the scale) up to not feeling alone or to feeling connected with people. You shift your experience back and forth a few times. You then shift a feeling of ugliness to a feeling of beauty and continue to shift those feelings back and forth for a while.

Thus you are programming in the positive aspect of being able and willing to take control and take responsibility for this pattern.

Another process for you is to make it worse. You might think, "Oh my gosh, why would I ever pay money for processing that made it worse? I want to make it BETTER!" Well, you realize that making it worse is often the first step to transforming it. One thing a person can almost always do is make it worse: The thing that a person can rarely do is make it better.

The thing you can do the easiest and most perfectly is make it worse. Therefore, you want to work gradiently toward making it better by making it worse first. You are a pro. at making it worse. You want to gradiently become professional at making it better.

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So you make it worse. You feature yourself eating cars and houses, twenty-two cupcakes, forty-nine cookies, thirty-six hamburgers (with cheese, the works), and twenty-four this and that, and stealing food and begging food in the park, and my gosh, you start looking at your overeating getting worse and worse and worse - the thing goes totally out of control it seems. Now you are eating half of New York (I wish somebody would. -Joke!), and they no longer need garbage pickup anywhere on the continent! You are thinking, "Gosh, I am not really this bad you know."

Then you start to change it in other ways. You start to change it this way, and change it this color, and make it that color, and move it over here, and move it over there, and visualize it, and you notice your images get stronger. Your images before were very muddy and pea-soup and very cloudy. You find your images are getting clearer and more real. A couple of times you may even have a flash or a picture of yourself actually eating appropriately. But of course you don't acknowledge that you see that in the beginning. Then, maybe you change something about the image for a while, get damned sick of the coaching process, continue to change the images for a while longer, and pretty soon you start to make it better. Having already experienced out some of the circuits and some of the machines that make it worse, you now actually understand and experience that you can change it and make it somewhat better.

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You work the process a while longer making it better and changing it and making it better. Soon, you notice that your picture of yourself being less compulsive with this is becoming somewhat real for you, and you are a little bit startled maybe. Just when you think it is going to clear up for yourself, you go to the next process.

For the next process, you blame people for the condition you are in. You blame people for your condition. You start consciously blaming your mother and father for making you overeat, and your brothers and sisters, and you blame your bosses. Precisely when you think it is getting all ridiculous, you notice that in fact you do blame people for this condition. Then you have some realizations about having done that.

Now you view emotions you experience with regard to this overeating, and you start putting them into walls and into objects. You start taking these emotions, giving them to people, and putting them into objects and into walls. You wonder why you are doing this until you find out you are willing and feel empowered to actually take emotions you don't enjoy and throw them away.

You begin to do the same thing with attitudes, and the same thing takes place. A couple of decisions come up about eating food.

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For the next coaching action you take a journey down this reoccurring pattern and go back into earlier parts of your life, to look and see where the pattern comes from, for now you are really opened up to the pattern. Your brain waves are now oscillating in an alpha-theta rhythm conducive to visualization, and you are able to clearly see your pattern and re-create it. You are buzzing along now. Just as things start to buzz along even more so, you begin to feel yourself having a shift in the whole area, and you begin to feel, "Well maybe this is not as out of control as I thought it was."

As that happens, you have probably been in session, for close to an hour, which is about as long as you should self-process, at least in the beginning. You look through and ask yourself, "What new awareness's have taken place?" You look to see where you are on the scale of emotions. Perhaps you see you are no longer in grief - maybe you are in fear now, which is a movement up of course. You have a couple of realizations about your past which tends to make you more optimistic; you have created a few shifts maybe; you feel like you have re-created or duplicated out some patterns from the past. Perhaps you cannot explain the change that has occurred; nevertheless, you feel as if you have released some barriers and experience more optimism and lightness.

You may not experience a full breakthrough or transformation this first session.

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You want to repeat those processes again and again, because each time you process, you encounter the next level barrier, and when that is deleted, you recover a new level of awareness, and your ability to visualize increases accordingly. You are able to visualize a little better. I do mean a little, not necessarily a lot. You are able to hear these patterns a little bit better; you are

more tuned into the auditory circuits in them; and you are able to feel them more. You are getting in touch with feelings you never knew you had about food and eating. You're finding out the other factors that are part of your compulsion. You are making movement.

As you go back through these excersices and work these same issues each day, for let us say five days in a row, at the end of each successive day, you find your ability to visualize is enhanced. Your ability to let go of and to transform unpleasant emotions is increasing. Your tolerance for problems is greater. Your experience is lighter, and you are able to laugh about all the ways you have tried to solve this condition.

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One main result you notice is your increased ability to visualize a desired outcome and to have that outcome take place during your week and during your regular life at the office or at home with your children, whereas without the processing, it might have taken perhaps a year or more. You find that your picture of a thinner self is becoming more real than the earlier picture of your fat self. The picture of consuming and having less food and less eating is becoming more real to you than the picture of consuming and having more food and more eating.

In short, you are heading for an experience of understanding and release and heading away from upset: For, if affinity, reality, and/or communication is very very low, you generally find yourself in a condition of upset. Such are the times when you feel out of communication, do not know what is real, and do not like very many things - including yourself. The bottom line is that without these components of experience established, your willingness to experience is down, you cannot express your desired results, and stress prevails. By running the processes and exercises we have discussed, you are expanding your ability to experience understanding and thereby enabling yourself to have some releases from undesirable conditions in your path: Ultimately, you are enhancing your ability to create your desired results.

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I wanted to give you an idea of how that cycle works. Those were not necessarily all the processes that we would work with. Those were merely some examples. I will mention a few more coaching processes here to give you more of an idea of how you might utilize processes and the Cycle of Release-tm.

For another example process, you give a condition you have or are working on away to people. For instance, you might have actually intended or wished for a certain person to get fat and overeat in the past. You might have - in a sense - driven a person to it. Through experiencing giving away the condition, you might realize that in the past you drove a person to overeating and are now sitting on the other side of it, being fat yourself. Through the process of giving the unwanted condition to others, you bring such patterning to surface. So you give away the condition of being fat: You can give it to people and objects in the same way you might take it

from people and take it from objects.

Someone in fact may have supported you in overeating. This could be in your subconscious or even totally locked away. Participating with the Cycle of Release-tm awakens the locked away and en darkened programming of your bio-computer so that it can be processed through.

Visualization exercises act to illuminate the locked doors of your programming. You then utilize a precise program of processes in order to cut the perfect key for unlocking the doors you have discovered. . . .

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Once you release the programs within, you can move on to construct the model programs you desire. All of our coaching programs contain visualization, process and modeling. If this were an actual session today, as you moved through to complete the coaching session, you would be modeling yourself as a thin person or as a person with the ideal trait you had been seeking, and you would be modeling the appropriate behavior for maintaining that ideal trait. You would then experience during the week whether or not you could live out of your newly modeled behavior. If you could not, it would be time for more visualization, process and modeling.

Something fun you can do is take the condition of overeating or your particular compulsion and accept it for a while. You keep choosing it and accepting it and choosing it and accepting it. Then you reject it for a while. You continue rejecting it and rejecting it in this process. You then accept it for a while and then reject it. That takes it off of automatic acceptance and rejection; it takes those obscure programs apart so that you may personally and consciously choose if you wish to accept the condition or reject it. You may find you wish to accept only special parts of the behavior and also to reject only special parts. Alright!

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Another resultful process for those of you who feel controlled and dominated by a condition is to consciously make the condition stop you and control you. You visualize and experience that pattern controlling and forcing you to do certain things. You might believe your justification for overeating is the fact that your boss and the stress you have at work forces you to eat at lunch and forces you to eat at dinner. Through visualizing and experiencing your boss or your business condition forcing you into overeating, you start to see how nonsensical that is. Thus, you examine and experience out the pretense. You start to take some responsibility yourself for the condition and see in fact that overeating is not even an effective solution; it is not even close.

For another coaching action you inspect the similarities between yourself and people you know who have the pattern. You start to see what is similar between yourself and other people who overeat. As you start to notice what those similarities are, emotions and attitudes erupt: You hate it and you cry maybe, and you are fearful and you are angry, and up and down you go on the scale. You wonder why you are doing this, and you even start to hate me and hope that I gain

1,000 pounds. There you go. You all of a sudden start noticing similarities, and that is a little violent for you.

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Then you start to notice differences between yourself and people who overeat. You begin to notice actual differences, and to gain some perceptual acuity. You start to be able to build some distinctions between yourself and overweight people.

Then you notice other behaviors that are identical between yourself and overweight people, and you go down emotionally again. You then notice some similarities between yourself and people that are thin. You recognize a lot of similarities. You notice some differences between yourself and thin people and some things that are identical. Oh boy! You start to genuinely look at it.

You use some coaching questions to regress into earlier incidents in your life and to look at the behaviors you utilized then. You re-experience the efforts you placed behind overeating - the efforts you put out to stop your diet. Then, oh my gosh!, in the next coaching process you look at what overeating gets you out of.

What can't you do now that you overeat so much? What do you get out of it? . . . By being thin and not overeating, what would you have to face and deal with that you do not have to face and deal with now? Maybe it is a relationship, or maybe it is sex, etc.. You might be realizing that through overeating, you are resisting the very thing that you wish to have or to resolve. Or you might be finding that you still do not wish to have or resolve that thing, and you do not need to overeat in order to make that choice.

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O.K.. So coaching exercises and processes such as the ones we have covered here can be worked again and again and again. They are not exercises and processes you can work once and that is all. You can run them twenty times, fifty times, and more. You can spend maybe three, four or even more one-hour sessions running such exercises and processes. Run them as much as you want until you get the full result. Each time you run them, you will advance toward your goal; you will be programming into the bio-computer that change is possible and that in fact, change is taking place. You will let go of patterns that have electromagnetic charge. They move and control your behaviors in much the same way as iron filings are patterned by magnetic influences. You will have realizations. You will examine past programming and you will not be able to believe that you have been so unaware. You will re-experience incidents you never knew existed. You will let go of more and more mechanisms.

I know this sounds exciting. I know what such exercises and processes, when run in the proper sequence and gradient, can do - I discovered the results possible through observing people transform their experiences following Release Dynamics Coaching-tm.

So. You now have an idea of what I am proposing. If in fact you are processing yourself, and most people are in one way or another, this gives you some idea of how you can release your limitations more effectively.

## CONCLUSION

When you coach yourself, with or without further Self-Coaching Programs™ that I am going to now speak of, I think that you will have increased your ability to process yourself, perhaps by ten times - particularly if you have actively listened to this audiocassette training program a number of times and have gained a thorough understanding for the concepts and processes here. Now that we have gone over the essentials of process and the concepts behind the technology of dissolving patterning and regaining your natural abilities for creation, utilize the Cycle of Release™ to sow the seeds of your future and reap the bene-fits. When you do the processes and exercises we have discussed, notice your emotional level on the Self-Coaching Scale of Emotions™ and recognize where you are in the Cycle of Release™. Take special note when you have completed a process. Notice the characteristics of your experience when you have completed a process. In the event you underwork or overwork a process, notice the characteristics of your experience so that you will be more aware in future self-processing sessions.

Following this training, you have the opportunity to expand most quickly in working with yourself by utilizing the especially designed audiocassette processing sessions I have created for you. I call these materials Self Coaching Programs™, " because you, if you choose to utilize them, will be processing yourself with the assistance of the recorded coaching processes. You can experience the ease and higher results possible by running a well-researched, tried and true, Self Coaching Program™. These programs will support you in achieving professional results by guiding you into creating inner-communication skills. Through using them as I will outline, you will begin to master what we call the art of "Self-talk!"

I have hundreds and hundreds of coaching processes. During my recent sabbatical year in Europe and the U.S.S.R., I participated in an extensive research project with my consultants network, and I studied the latest developments in the Russian Super-Human Program for their astronauts and athletes. Through what I learned in Europe and in the U.S.S.R., I was able to add to my collection of processes and my understanding of the human psyche; thus, at present, I have a host of processes and processing techniques beyond belief. I am able to develop processes and programs of processes which precisely and efficiently expose and release the core of the subjects and issues that are of concern for my clients. Thus, I have developed these Self Coaching Programs™ to assist you in expediently resolving the specific issues you wish to clear from your path.

Many of the subjects I have chosen for your programs are taken from the thirty-one intensives I use to offer for my clients on a one-to-one basis, and from the materials I presently use in training people to co-process using biofeedback instrumentation. Essential to coaching yourself is choosing the appropriate processes and choosing them in the proper gradient and sequence which is what I have done for you in the Self Coaching Programs™. I will clear the coaching

exercise with you on the audio cassette tapes so that you will know what to expect out of each process and therefore, what you are processing towards.

Additionally, I have incorporated a special pulse into the background of the tape programs. This pulse is put out by an instrument I developed through years of intensive research. I call the instrument the BioBliss™. That is a trademarked name for the instrument. The BioBliss™ produces an electronic waveform which can be modulated at specific sound frequencies. The pulses it puts out can facilitate relaxation and the ability to visualize through guiding the brain waves into an alpha-theta rhythm. Into the background of the tapes, I have mixed the appropriate BioBliss™ pulse with what we call white and pink sounds. Those sounds are what you are hearing when you hear the ocean, babbling brooks, rain, wind, etc. in the background of your sessions. . . .

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The pulse from the BioBliss™ is not something you will hear consciously. It is masked behind these "nature sounds". It produces its result subliminally, and it is not necessary for you to focus or concentrate or even consciously relate to it. It supports your access of the subconscious through facilitating your brain waves in establishing the alpha-theta rhythm.

As you participate more in the processes, drills and exercises, it becomes easier and easier to shift into an altered state if you wish. For those of you who do not believe in the idea of the Alpha-sync™ or the effects of the white and pink sounds, that is fine. They will not affect you. They affect only those who choose to condition themselves to be receptive to them. If you do not agree with the model of the sounds assisting you in this work, you can consider that they are merely back-ground sounds used as any other sounds might be used in providing a relaxing backdrop.

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In any event, as you listen to these tape programs, you may find yourself going into a dream-like state. It may not happen the first time you listen to it, but the second, third or fourth time you run these processes you will find yourself going into the state. Why? One reason is due to the Alpha sync™ which is the electronically-processed pulse I have incorporated from the BioBliss™. Secondly, the nature sounds are relaxing. Thirdly and most importantly, I am having you focus and concentrate, asking you repetitive questions, regressing you to recall or re-create earlier experiences, having you look at this and look at that, having you affirm, and having you create your own reality.

There are no subliminal suggestions as might be used in hypnosis; however, such exercises are similar to some hypnosis techniques and accordingly can facilitate a dream-like state or a light trance where the brain waves adopt an alpha-theta rhythm which allows you to look at your subconscious programming.

If you would philosophize away any beneficial aspects of the alpha-theta wave influence, I venture to say that you will agree that the nice sounds in the background of the tapes are of assistance in relaxing, and that running the processes is resultful.

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To summarize, you can hear the sounds, you can run the coaching actions and you can easily find yourself entering into a dream-like state. The great feeling you experience upon completion of your self-processing sessions might be related to the influence of brain waves. Who knows? Who cares? The great feeling for sure comes from the release of stress, the letting go of annoying circuits and machines, and the dissolution of unwanted patterning. You will have re-evaluated, experienced through, and let go of a lot of past, unproductive patterning, and you will have expanded and restored your ability to experience life with more perceptual acuity.

You will find yourself making incredible movement. You may well be gaining the most results you have gotten from any self-development program you have done so far, at least for the cost invested. Darkness and misconceptions will flee; automatic thinking will dissipate; you will experience an expansion and a shift of your visual, auditory and kinesthetic perceptions; your ability to create very strong pictures will increase after a while: you will find your visualizations sparking reality like the people in the Chicago test did. Your plans and your affirmations will begin taking hold. You will find yourself easily and quickly creating resolution in aspects of your life with which you are working. . . .

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You will find yourself attaining much higher states of being, doing, and having throughout your life since the processes synergistically affect your real-life experiences. You will even have the opportunity for taking flights out of your body (Run the O.B.E. series for reaching that goal specifically!).

I have put these processes into audiocassettes for you. Each audiocassette is approximately an hour long, and each program begins on a gradient. In my professional training programs, I teach thirty-six different styles of coaching. I have utilized a good number of these styles in these self-processing programs. In the tapes, there are literally hundreds of different coaching drills and exercises. Each program asks you to first visualize a piece of your programming and orient yourself to the pattern behind it so that you can have and experience it, increase your willingness to play with it, to run with it, and to process it. The processes are designed to address the program and allow you to discharge the control structures governing it. The models you will create for yourself will allow you to master your creative abilities. Visualization, process, and modeling each have their strong points. Combining them makes for a strong Cycle of Release™ which exists as the foundation of what I call Release Dynamics™.

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Let's look now at the subjects for which we have audio-cassette processing programs available.

The following is only a partial list of the Self Coaching Programs™ I have prepared for you:

**ACCELERATED LEARNING** brings about the experience of what you could call "super-learning." Through completing these exercises and processes, you can catapult yourself through the gates of understanding and subject mastery.

The **BIOBRAIN™** audiocassette series is a composition of sound currents generated by our BioBrain(TM) and BioBliss(TM) instruments. The series is useful for a number of creative applications as well as a boost to self-processing. This series is for those of you who are connoisseurs **\*\*pronounced - konasoors\*\*** of the alpha-theta state. You will definitely want to run these tapes through a stereo system.

**THE COCAINE ASSESSMENT** assists you in taking an objective look at your cocaine use or abuse.

The **COMMUNICATION** series assists you in clearing away past communication mishaps and paves the way for honest and clear communication in the future. Completing these exercises and processes will reduce your stress in communicating and support you in completing communications and creating satisfying interchanges.

The **COMPLETION** program supports you in completing the past so that you can arrive at the other side of your barriers. It will assist you in getting over the pattern of continually re-solving things so that you can allow your Self to simply be.

A more specialized completion program is that of **COMPLETING YOUR RELATIONSHIP WITH A GROUP OR ORGANIZATION**. This program allows for you to strengthen your intention to complete the illusion of being controlled or dominated by a group or organization, and it will assist you in clearing the muddle that holds you in a victimized position of being adversely affected by that group or organization.

The **COMPULSIVE AND OBSESSIVE BEHAVIOR** program will assist you in processing through any behavior that is automatic for you, that occurs without your will or permission, e.g. eating, drinking, smoking, running away, etc..

The **SELF-CONTROL** processes and exercises are designed to deal specifically and effectively with the pattern of "I've got no control!" This program promotes taking control over what have previously been automatic behaviors.

The **CREATIVITY** program allows for you to become more in tune with your Self as a Creative

Source.

The PERSONAL EFFICIENCY program will process you through the mental clutter that s l o w s y o u d o w n . . . and aggravates your projected results.

The EXTRAVERSION series works with expanding your attention of the physical universe. This is an extensive program dealing with patterning that has locked you into introverting your attention to your circuits and machinery and programming. You can run the processes in live situations with "real" objects and people, or you can run them in your home through visualizations.

The tapes on EMOTIONAL FLEXIBILITY teach you an expanded scale of emotions and process you through any resistances you might have to experiencing a full range of emotions.

Our GOAL ATTAINMENT program will assist you in successfully manifesting your goals by deleting control structures that work to block attainment.

Through CREATING A GOAL PROGRAM™ you deal with creating an elaborate game plan or plan of action in order to actualize a goal. The CREATING A GOAL PROGRAM(TM) tapes are exce-lent for utilization in personal management or starting a business. You will be elaborating all of the things necessary to take you from where you are to where you want to go.

The JOB/WORK program works with experiencing the programming that gets in your way of getting the job done - any job!

MASTERING MONEY is a processing program worth more than the price. This program is a \$45,000.00 Mercedes for the cost of the owner's manual. That's my synopsis of the value available for you here.

Our LOW MOTIVATION program is designed to process you through your level of motivation and to have you look at what is impeding you from transcending or transforming your current level of motivation. What would it take for you to get up there and get motivated??!!

The TRANSCENDING NEGATIVE THINKING - program blows negative thinking patterns and allows for you to transcend ingrained ways of thinking your Self "small."

THE NOW series deals with dissipating whatever is between you and being fully in the present. This series introduces you to the world of here-now, and has lasting carry over benefits that resound in a grounding in the now.

The PARENTS program assists you in transforming a fundamental relationship. Until you have cleared this one, every relationship from that point on is merely a projection of that stress you have with your parents.

The RELATIONSHIPS series pertains to creating and maintaining relationships that support you and your basic purpose.

The PROBLEM RELATIONSHIPS series processes you through basic stuck points in your relationships that drain you of energies. This series focuses on balance, contribution, letting go, expectations, and disappointments.

Our DEEP RELAXATION program is aimed at repro-gramming stressful reactions into relaxing responses.

The RESOLUTION program is a true "problems handler". This program aids speedy resolution and allows for you to see through the pattern of forever having to sluggishly move through problems.

The SEX program contains processes aimed at releasing sexual trauma and stress and restoring your ability to create blissful sexual experiences.

The BASIC STRESS REDUCTION™ program has you deal with five basic stress-producing subjects.

Our UPSETS program will assist you in dealing with and releasing short-term and long-term upsets with people, objects, etc..

The WELL-BEING series promotes the release of unhealthy patterning and thereby facilitates the evolution of an ever-present sense of well-being. You see, the body is the physical playground upon which control structures direct the games of their programs. In WELL-BEING, our aim is to break up uncomfortable physical patterning through disassembling the programs and to thereby free the body from having to support such energy consuming patterns.

As for advanced programs, the following is a partial list of the advanced processing programs we offer on audiocassettes:

The BREAKTHROUGH program utilizes electronically-assisted introspection™. This program is a true "issue-buster". You can create quantum leaps in transformation through utilizing this program with the additional biofeedback assistance offered. (I will discuss this further following

this listing of the advanced programs.)

The FIXED CONDITIONS series contains the ultimate in problems processes for utilizing with the Computer Voice Analyzer(TM). Even the most stubborn of problems can be dissipated through undertaking this intensive approach: What you might call a real "problems-masher."

The HAVING THINGS series will give you an in depth consultation on the subject of having things. We also take a look at being had by things in this program. This will allow you to view a true meeting of the eastern and western philosophies on the subject of the material universe, ownership, possessions, control, needs, wants, and maya (the illusion of it all).

Our OUT OF THE BODY EXPERIENCES program (also referred to as our FLIGHTS OUT OF THE BODY program) is an in-depth, advanced program which holds the potential to open the doors and let You fly loose. You can quicken and ease your journey into space. This program contains a collection of techniques drawn from both the East and the West and integrated into a super-human program.

Our PSYCHIC EXPERIENCES program is another super-human program designed to restore or at least move you toward regaining your native abilities. The Buddhists call the state you will be enabled to enter, the state of the "ordinary mind". That is a way of expressing the state you can achieve which is not what you might call normal, but is also not truly a significant or altered state: It is simply your true nature.

Our 10-DAY STRESS REDUCTION PROGRAMTM utilizes the biofeedback assistance of the Computer Voice Analyzer(TM). This is an excellent stress reduction program which allows you to focus on releasing your most stressful patterning.

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