

September 11, 2015, 01:41:23 PM

EFFECTIVE POSITIVE COMMUNICATION

As some of you know, I've had some wonderful success, not only in training sales professionals such that their honest performance was massively upgraded . . . but I myself had to do the "cold call" sell in to company management to get the assignments.

Now, that can be tough because, in essence you are selling to the sales manager who thinks he already knows all about a) selling and b) sales training.

My trick was to acknowledge these points for the sales manager, and that he's been doing a stellar job based on the norms of his industry. And then I'd point out: "There is one thing, however, you fellows don't have that will boost you salesmen's performance mightily . . . and that is, the exact technology of the Anatomy of Communication, its Formula and component abilities that must be applied precisely and masterfully if your salesmen are to get the results we all desire."

And I'd wait a breath, watching for the guys perplexion as he wondered "what the hell is all that about."

And then I'd jump in with the offer: "Here let me show you and demonstrate it to you." And I'd get up and move around to his side of the table with my writing pad and pen to do a diagram.

The diagram I drew and explained (as I also defined the key words) was originally, in the 1960's-'70's) the old Scn communication formula . . . but after they got stupid about the use of "the tech," I came up with my own diagrams and descriptions that are vastly superior and more accurate than LRH's.

The version of it I was using in 1997 when I founded Ability Consultants, Inc. in New York is attached.

In 2001, Alan was troubled by what he had regarding the Comm Formula. His stuff was so convoluted and obtuse students just could not get it. He asked me if I had stuff to help. . . Thus here posted also is the re-iterations of my formula and diagrams we went through in order give him what he wanted.

Though, I must say, for a simple formula, he's made it a little too "complex."

In any event, I am posting this now so you can relate it to and as the basis of [THE POWERHOUSE OPERATING FORMULA and PROCESSES.](#)

To be noted also, is that it was based on this knowledge and the precision of what communication is, that I was able to spot and correct Alan's errors in the application of this

material when he first attempted to apply it to and in his POWERHOUSE OPERATING DRILLS & PROCESSES.

One of the things you should know about winning in this game of life, is the fact that you will win only to the degree that you can communicate PRECISELY.

I'll leave you to ponder on that last point . . . it is an important one, a lot to it, and it might take some chewing on.

Rog

PS: Comm Formula 2001 is what was originally sent to Alan
Comm Formula 2001#3.doc . . . is my record of how he screwed around with it for his release of it . . . I retained my basic version at the bottom of the document because it contained the LIST OF ABILITIES AND POWERS actually USED when communicating. Alan deleted the list of those component abilities in his published version of it.

Comm Formula & Abilities.Doc is the simple diagram plus/with the list of abilities used in communication . . .

You guys can choose/use what you will of this . .

COMMUNICATION ITS ANATOMY & FORMULA (Comm Formula 2001)

EFFECTIVE POSITIVE COMMUNICATION ITS ANATOMY & FORMULA (Comm Formula 2001#3)

EFFECTIVE POSITIVE COMMUNICATION ITS ANATOMY & FORMULA (Comm Formula && Abilities)

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Re: EFFECTIVE POSITIVE COMMUNICATION

[Reply #1](#) – September 11, 2015, 03:52:57 PM

OK, I had to run off before I completed the post above.

What is missing, is what I actually would say to the sales managers I was selling to.

It was a routine I developed during my days doing Introductory Lectures (the 3 nights weekly Personal Efficiency Course Lectures to new people to demonstrate to them our tech could help them). I did them for a bit over a year, and had the highest stats (measure of success) in the world doing it.

This is the patter . . . and you can do it with ANY subject that is based on basic truth.

As I went through the explanation of of the abilities and powers used in communication . . . "And communication is THE basic and only tool available to our salesmen when selling, is it not, Mr. Sales Manager? . . . So your salesman does need to get it done in the most effective and powerful manner possible, does he not, Mr. Sales Manager?" 😊

"Here are the points he needs to be able to apply and execute with knowingly directed power . . . having his own and the prospect's attention under his control. . . . Ever experienced a time when your attention or awareness control went out, and you could not find what you wanted to convey or when you could not keep you prospect's attention on what you needed him to deal with? . . . Ever seen it in your men?"

"Look at this ability: getting your intention across . . . the concepts and ideas and images you want the prospect to duplicate and understand, and of course, agree are real and should be acted on? Ever failed to get your intention across, duplicated, understood and acted upon?"

This was the routine all through the points. The objective was to stir up his charge and failures and his recognition of the failures of his sales team on implementing these basics properly and powerfully.

I could actually watch him "getting stirred up" on this . . .

And the coup de gras . . . "We (meaning me) have a series of drills that we use to exercise your sales team's abilities and powers to upgrade and make more powerful and under your salesman's

knowing control EACH OF THESE ABILITIES such that they become more masterful and in control communicators."

That was the pitch . . . the "close" I'll not enumerate here at the moment . . . that's another long typing exercise.

But I wrote this above to convey to you the actual and absolute power of knowing and applying the exactness of the correct communication formula . . . 😊

Rog

- Last Edit: September 12, 2015, 11:16:01 AM by Roger Boswarva

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- Administrator

Re: EFFECTIVE POSITIVE COMMUNICATION

[Reply #2](#) – September 12, 2015, 12:27:52 PM

Paul sent me a private email . . . it is brilliant and copy-pasted here:

The illustration in Alan's Series 2 (and on your web site) has always seemed to me to lack a clear deliniation of the relationships between the anatomical elements. That is . . . all the elements are present but how one is related to another was not immediately obvious without study. See if my revised illustration (attached) may not do a better job of it.

I had missed until recently the term AT POINT (not recognized it as a term with a characteristic similar to EMMANATION POINT). I think this may be due to the use of all caps in the label which are more difficult to read than mixed case. I think the label would read better as AT POINT / MANIFESTATION OR ARRIVAL.

The second thing I would note is that it is not really an operating formula (anatomy yes, but not a formula) like your action and mechanics of communication in the Communication Skills #1 doc.

Of course the entire subject would become crystal clear for anyone DOING the drills.

He is correct, of course. Alan was wont to dump too much into a simplicity . . . and made things so convoluted it was hard to get if, where or how the *flow* that is communication is occurring . . . or at least the *perception of change* that is inherent in communication was occurring.

My original document expressed a breakthrough and improvement on what we had in that it diagrammed the fact that (as I stated in my written description of the action and events that take place when communicating) . . .


1. We as infinite spiritual presences; and being omni-present, are present at and spanning the domain of existence of both our own position and that of the Being with whom we are in communication.
2. A key part of our action of "being in communication" is that of being aware of, and PERCEIVING, the existence and condition of the other Presence with whom we are communicating.
3. I clearly showed and described the abilities and powers employed and the direction of the flows of that which was being communicated.

Alan deviated from the notion of the purity of the communication *action*, and added in all the traffic of his notion of the QUALITIES and ATTRIBUTES of the Beings involved . . . in other words, in my view, he added some "inapplicables" into the simplicity of what is communication.

However, once the COMMUNICATION ANATOMY AND FORMULA was morphed into the DYNAMIC HARMONIOUS BEING'S ANATOMY AND POWERHOUSE FORMULA, we began dealing with a whole other thing/monster.

DYNAMIC HARMONIOUS BEING'S ANATOMY AND POWERHOUSE FORMULA . . .
note this is possessive. Here Alan is diagramming the Spiritual Presence's (the Being's) Powerhouse Formula and Anatomy when engaged in the ACTION of the game.

I delve into this to this extent in order to "rub folks' noses into" the specificity and exactitude that he and I dealt with on these issues . . . and to be honest, it did and does require this kind of specificity to get it right and to be able to perform at the level you all desire for yourselves. 😁

As to Paul's note on the term "AT POINT" . . . when I first saw that, I thought  It's another Alan-ism.

What it actually is, is the label Alan put on the "manifestation point, or arrival point/location *AT* which duplication and other outcomes are intended to occur.

Paul's redone Diagram is actually quite brilliant . . . look carefully at the way he has depicted the "universal presence" we occupy when in union or unity with another when our communication and communing with another is at its highest level of performance, and note too the way he has

depicted the slight "separation" or differentiation that is introduced when Beings elect to be either emanator or receiver, yet still, there is some unity of Being that enables the perfect duplication of emanations and presences that is the essence of perfect communication.

As a little note not mentioned earlier, that definition of "ATTENTION" as being "*directed awareness*," is my definition of it and it is the explanation and definition I introduced to Alan that he embraced. I had long seen error or trouble in the superficial use of the word "attention" as part of the Scn communication formula.

Rog

 [Basic Powerhouse Training 2 - Dynamic Harmonious Being-rev..pdf](#)

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March 14, 2021, 01:44:19 PM

COMMUNICATION ERRORS

I was wondering what to title this ditty, but decided "COMMUNICATION ERRORS" was as on target as any.

As we know, there are two vector flows of communication:

- a) The outflow and cause onto another
- b) The inflow/receipt

As I wrote in an earlier dissertation on this subject, my view of the optimum and proper purpose and intention to have for communicating to another is to have the intention and purpose of bringing about a new condition of existence at the receipt point. The changed condition or existence intended could be in terms of a new understanding, the gaining of new knowledge; or even to change their alignment, purpose, wants or action, etc. And certainly the mood and the relationship between causer

and receiver should remain at a high level, at a minimum, or otherwise be enhanced.

As a receiver the ideal would be to be totally willing and able to receive what is emanated from the causer and to receive what is actually emanated and apperceive it completely.

Recently I have been caused to analyze recent experiences of very poor communication.

Apart from it being a rather annoying and, on occasion, an upsetting situation, my address to life and our game is that of "what needs be known to upgrade it."

What I uncovered is that there are myriad ways to screw up the magic of communication.

One of the most primary ways folks screw up communication is to be stuck in their head, dotted, and involved in whatever it is they are dealing with there.

There are four major wrongnesses produced by this:

- a) The causer pursuing an incorrect/inappropriate purpose for "communicating" . . . These folks are typically hung up in their own thing. Their purpose for communicating is to get things off, out of their head, and variations on the basic theme of "expressing themselves." Some are even into impressing themselves with their own "cleverness."
- b) They fail to reach and connect with the Being they say they want to communicate to.
- c) Because of this, they fail to perceive and/or be aware of the Being they presume to be communicating to.
- d) They fail to apperceive the reality or literacy and level of understanding of the subject or matter the causer wants to communicate.

There are, of course, gradients of all of this, along with variations on the basic theme.

Some folks are only "communicating" for their own benefit . . . not actually addressing the receiver in any beneficial way for the receiver. Others being oblivious to the condition of the receiver, totally miss the mark and can actually mess up the receiver with technical language not understood by the receiver. Dominant and dominator types tend to this.

At this juncture it might be appropriate for you to view or review the materials I put together for Alan (at his request) on this vital subject of communication.

Link here: <http://knowledgism-practice-group.org/forum/index.php?topic=174>.

You'll note I do make the point that, ideally, when we are in communication with another the ideal is to be at-one, totally appreciating their condition and reality such that you do handle it properly.

As a receiver you'll avoid a lot charge build up by recognizing the above phenomena.

In due course I'll do assessment and correction list to undo charge and upsets based on these discoveries.

Personally, I get great joy when I experience the change I induce in another/others when I communicate. This as a spiritual Presence, having reached to and apperceived their condition and existence, and successfully addressed it.

Try it . . .

PS: as a late note, as stated elsewhere I do need to revisit the "Effective

Positive Communication its Anatomy and Formula" and strip the part where we were avoiding the use of the old Scn word "Duplication" and replace it with the more accurate and precise word "*apperceive*."

Rog

April 15, 2020, 03:54:37 PM

COMMUNICATION EXACTNESS

This ditty is on the issue of the EXACTNEES with which we are capable of communicating as spiritual presences and how, in particular, it applies, both by us as processors in session with a client, as well as in life dealing with what we want to influence.

As you Premium Members know, we have posted earlier on the forum the "**EFFECTIVE POSITIVE COMMUNICATION & ITS ANATOMY & FORMULA**" that I created at Alan's request and which he embraced. In due course I will be updating it in order to replace any of the references to "Duplication" and/or "reproduce" as they are inexact, but the best we could do at the time. The word and term that is exactly correct to use is, "*APPERCEIVE*."

However, that is not what this post is about. It is about the preciseness of what your optimum INTENTIONS should (or must) be when communicating.

This realization I came to just this week while processing an area of my own case in a rather advanced area.

In order to convey the points I want to make, let us look at the typical communication scenario that occurs. This from both the aspect of you receiving communication from another and you attempting to get your communication across to another.

Ever experienced the phenomenon where the person communicating to you only has his/her attention in on self, trying to sort out what it is they are trying "to say"? Or, take the example of the person who is vain or too self-conscious and whose attention is so wholly on themselves that

their message isn't getting across to you?

Ever experienced that phenomenon where it was *you*, while you were trying to elucidate the exact thought, point or concept you were trying to convey? Or it was you with your attention so stuck on yourself that you were not impinging on the other person?

These above are examples of awful, inexact and ineffective attempts at communicating.

Communication is a BIG subject which I should spend the time to write up fully, but for now I want to address one critical point.

And that is, what is your INTENTION or PURPOSE of or for the particular communication and a) what is that intention based on and b) what do you actually want to bring about by carrying it out?

So, on point a) . . . have you perceived exactly the condition and/or needs or wants of the target of your communication? You certainly should have because *that* is what you are addressing and going to collide with.

Basically, when I communicate it is done based on what I perceive is a need or want of a change of condition or understanding at the receipt point of my communication. And, this is very important when one is communicating verbally, live with another. If you want to lose friends and upset folks, communicate and make noise based on nothing but your own entertainment and self satisfaction.

So, I find effective communication is based on the clear intention to bring about a changed and improved condition or understanding that is needed and wanted by both the communicator and the receiver. And this requires an omni-perception, omni-sovereign reaching intent to affect the receipt point with your action. It of course requires omni-understanding.

And next, do you stay present to perceive and verify that your receiver actually experienced the change in condition or understanding that was intended?

Oh, PS: Scattered attention is the enemy of success, in all things not just communication.

Rog