

ENLIGHTENMENT

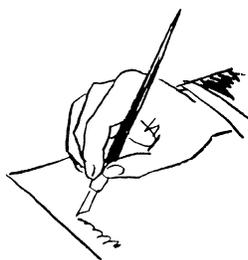


Willard Hypnosis Center

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Observations of

Life. I have heard and read that around this time of year you are to plant flower bulbs. Usually you should get them planted in October or before the

ground freezes. It has only been in the last several years that I have taken any real interest in working with flowers in our yard. I don't go crazy about it, but I do find that I enjoy some of the "thinking ahead" about what we might do with some of the spots we want to brighten up a little. I even ordered a bulb catalog last spring just to get some ideas. And in the spring, we also spend some time looking in garden shops for some ideas as to what we want to plant.

A couple of years ago I planted a rose bush. It's nothing special, but one that has done well on the side of the house. A year later, I planted another on the other side of the driveway. It has done very well also. I do try to prune, or "dead-head" them when the buds die off to help promote new buds on both bushes which are still blossoming even up to now in November. Hopefully sometime before it gets too cold I will cut them back a little to control the shape and to make thicker bushes next year. I had a



little bit of an idea what to do, but we'll just have to see how they turn out next year.

This year some of the flowers that we planted did not do as well as last year. Since weather conditions were dryer, some were not as hardy as others. So, by August, some spots were not as colorful as others.

The front of our house faces north and has trees, so it is tough to get the right flowers to grow there. Even the grass in the front yard struggles to survive. The flowers started out good, but again with the dryness and a lot of shade, they didn't fare well. They were better than last year, though, but still not great.

So now with winter coming, I have done just a little to clean things up and get ready for next year. We had one miniature rose bush that wasn't doing well so I dug it up and potted it inside. I put it with some other miniature roses and will try to keep them going through the winter.

On another note, I wanted a bird bath for the side yard to add just a little something extra. So we found one we liked and set it in with the flowers. Also, several weeks ago I put up a bird feeder and the birds are now having a good time. When we think to look, we get to watch them bathe, play and fill their bellies.

Now you are probably wondering what this has to do with life, the universe and everything. Well, it does. Since our lives are

the products of a unique design, by a wonderful Creator, we should consider designs in our life also. Our flower garden was thought about and some basic design ideas were put together. Then I had to do some work in preparing the ground. The ground had some spots which were covered with ivy for decades. Other spots were grass covered. Some areas had rocks and stones of all sizes to be removed. Some ideas had to be modified when conditions or things didn't allow for our ideas to work. Finally, the prep work was done.

Then there was the planting. Although I did not use seeds, I could have, I used starter plants; those that are in little plastic cups, usually bunched in groups of six or eight plant packs. After having the soil turned over, holes were re-dug and then planted with starter plants. I usually added some plant food with each plant as they were set in. Then I watered, and watered added still more water, daily. Eventually, they were doing well on their own and needed only occasional watering.

In our lives we do the same things in what we want to do and who we want to become. We plan, do preparation, and work at the implementation and maintenance. And life can offer many "flowers" for us to enjoy. If you think about it, there are probably millions of different kinds and varieties of flowers. Some require little or no planning, prep, work and maintenance yet still grow, like wild flowers. But if you are not careful, they can be replaced by weeds. Other flowers require a little more work and come up, but only last a short time or are limited in size, color, shape or just may not be what you are looking for in your garden. Then there are those whose results are worthwhile and are spectacular in their beauty.

In my life, I have made some good choices in "planting seeds" or sowing. Other times, I was not as careful or as picky as maybe I should have been. Most of the time

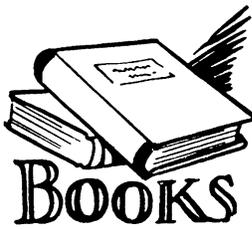
when I did plan, prepare, act and maintain, the results were good to great. But not always. Sometimes, something just wasn't right. No flowers, no blooms, little or nothing for my work. But when I got smart, I discovered why things didn't go right. How I could have done it better and then, most importantly, I remembered this information.

Sowing seed is a regular process for me now. In my work, I am always inquisitive to learn something new, thinking ahead that it will be helpful in the future. I look for ways to expand what I am doing and doing little things as much as I can in the planning and prep work. Almost everyday, I take some kind of action in my work to grow or to become better at what I do. Some days I turn over a lot of soil and plant a lot of bulbs to bloom later on. Some days I am just watering the plants, but still doing something.

In recreation, we plan and look for things that we enjoy and at the same time enrich, educate and in general, make life more interesting. At times, crossing over to our life in our faith, we will plan for doing things to serve others. And to do it effectively, it does take some planning, prep, action and maintenance. True we can still be helpful spontaneously to others, but most of the time we are most effective and resourceful if we "sow" for results. One of the nice things about having a flower garden is that we can share the flowers with shut-ins from our church and I can somewhat proudly say, "grew them in our garden." They seem to appreciate them more and it opens doorways to conversations that might otherwise not be there.

My life has bloomed in the colors of the rainbow. My garden may have some weeds, but I like to think of them as places where wildflowers will sprout and bloom. I enjoy my garden and I love the garden of my life and the very special people who share it with me. And the very nice thing about the garden of your life is that it can be in bloom

all year round, regardless of the season of year and the time of day.



Books We Liked.

About 10 years ago I met the author of this month's book. I was impressed with his straightforward manner and that he spoke not so much as a great orator, but rather, he gave great information. It was at a speaker's group in southern Virginia and I had driven down the night before the meeting and spent the night in a small motel. His reputation had preceded him and I was eager to hear him. And since I was then, as now, self-employed, it was on my time and my dime. I got up early to get to the mini-conference and got a good seat. I was not disappointed. I even walked away with a door prize of one of his audio tapes and book on marketing.

Since then he has expanded his works and collection of writing. He has marketing newsletters, some are paid subscriptions, others are free E-zines which are free on the internet. He has a number of products to help the business person to market his or her business, no matter what it may be.

This month's book is titled, ***NO B.S. DIRECT MARKETING, The Ultimate Kick Butt, Take No Prisoners, Direct Marketing for Non-Direct Marketing Businesses*** by Dan Kennedy. He writes in a "no holds barred" style and tell you exactly what he thinks. He sets out to inform the reader that marketing is very proactive and there are things the business owner must do; the first being to take action. Another point that I find essential is that of not letting fear run your business. Fear can stop great plans, great people and great businesses cold. It can kill prosperity quickly and permanently if not overcome rearing its ugly head in the early stages.

I have listened to his recording and read more of his books and find that just about any business can benefit from his works. But the most important thing again is to take action to implement the ideas that the reader will make for him or herself. Action is essential.

Kennedy's books are available online or in most major bookstores. The books themselves are reasonably priced and are easy to read. But don't let the ease of reading fool you into thinking that the information is trivial; it is not. It is major, dead on, good stuff. If you read it seriously, taking notes or highlighting sections and then reviewing them, you will learn great marketing. If you hide your light under a basket, no one sees you or your product or services. Learn how to overturn the basket and make your light shine brighter than ever before. And that's no b.s.



Quotes we liked.

"If you want to increase your success rate, double your failure rate." by

Thomas Watson, Sr.,
founder of IBM. I look at

this quote and think of a number of things. I see that for one to achieve success, one must take *risk*. To overcome risk, one must face their *fears*. To overcome fears, one must *prepare* themselves by either learning, training or taking some *action*. There can be more to this than just these three elements for achieving success, but for now these three will be enough to discuss. Also, when I read this quote I remember what I have been told about Babe Ruth. Not only was he the home run king, he was at the same time the strikeout king. To get hits, he had to swing at the ball.

If you look through history, recent or ancient, you will find that most great acts and the people who performed them took risk. Edison did not invent the light bulb on his first try. Even a number of our Presidents have

faced failure after failure before they were elected to the highest office in the land. But persistence is a trait that is common to all of them. They kept taking action and when things got so tough that they were ready to quit, they went out and did what they had to do to finally succeed. Final failure is assured when you quit. The success of anything is in direct proportion to your persistence to do the job necessary to win.

I use the words final failure only because if you really keep acting on what has to be done, those temporary failures are really lessons of learning and not really failures at all. But by doubling your "failure rate" you still succeed far beyond your imagination. Naturally, we don't go looking for or trying to fail, but rather avoid it as much as possible. But life would not be the great teacher it is without it.

So whether you are swinging a bat, inventing the next great gadget that everyone just has to have, or taking a chance on having a relationship with someone special, you have to step out of your comfort zone. Put on your mental armor and go face your fears, and go make things happen.

What to expect.



"Deeper, just let yourself go deeper, into this wonderful relaxed state." It is a phrase I use often guiding clients into hypnosis. But how deep is

deep enough? Does the mind know how deep, deep is? First, depth is just a term we use for the model of how we think hypnosis works. In this model most hypnotists have three main depths of hypnosis. The first is light hypnosis, then somnambulism and then the coma state (this is not the medical coma but rather total body relaxation with minimal mental responsiveness). You can subdivide each of the three categories also.

Many types of hypnotherapies, such as minor fears, can be done in the very light state of hypnosis. During the day we all go in and out of this state naturally (daydreaming). Somnambulism is where some more indepth hypnotherapy is done, such as weight loss. The coma state is where major mental control is needed, such as

anesthesia/pain control. But again, these are just names given to the model that we use. It gives us a standard to work with when discussing different techniques among other hypnotists. Every so often someone tries to redefine them with their own terms, but in the end, they are all relatively the same. Again, just three main categories, each then with their three subcategories within.

Finally, while in hypnosis, the client moves between the different groups. One moment he/she may be in the third level of light hypnosis, the next, the upper level of somnambulism. It is like riding a wave, up and down.

World Hypnotism Day, January 4, 2008.

This year we will be doing a fundraiser for the American Heart Association. Due to limited availability of the meeting room, it will be held on January 2, 2008 at the Lancaster Host Resort and Conference Center. We are again offering our group single session stop smoking program. For more information, please call us at 717-872-7561. A mini-poster has been included with this month's newsletter. Share it with others and/or post it.

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Again this year we give many thanks to all of those who are part of our lives. We are blessed with an abundance of family and friends. We give thanks for having opportunities to serve and at times be served with kindness. Happy Thanksgiving to all.

Roger & Patti