

The **HR**Journal

The official publication of the International Holographic Repatterning® Association



MARCH 2002

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## This is an exciting time for Holographic Repatterning

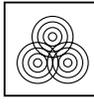
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It's been twenty-five years since founder Chloe Faith Wordsworth began the search to answer why some people heal, and others do not. Who could have fathomed that her unwavering commitment would result in the synthesizing of a dynamic process that is truly capable of empowering us to transform our lives?

Today HR gains more and more momentum as more people discover the possibilities HR offers, as more students around the world study HR to help themselves and others, and as scientists continue the exploration and proving of the holographic nature of our universe and everything in it, including ourselves.

In the weeks, months and issues to come, we're counting on our readers to keep in touch. We want the HR Journal to continue to serve as an educational and supportive resource. We welcome our readers' ideas, session outcomes, questions, and article interests. Please submit them to the HR Journal Managing Editor. We'll do our best to ensure that the HR connection continues.

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# The HR Journal

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Stephen Linsteadt, N. D.,  
on quantum physics and HR

**Chloe Q&A** – Practitioner  
Skill-Building Techniques

**June Conference Preview**

**HR Seminar Schedule**

**and more**

The Holographic Repatterning Association is a not-for-profit organization formed to promote, educate and advance the interests of students and followers of the Holographic Repatterning Process for Positive Change. The *HR Journal* is published four times annually at a yearly subscription cost of \$35 US. HR Association members receive the *HR Journal* as a benefit of membership. If you are not an HR Association member but would like to subscribe, please call 1-505-533-6060 or sign up online at [www.holographic.org](http://www.holographic.org).

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The official language of the HR Journal is American English. We apologize for any inconvenience this may cause HR Association members outside the United States.

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**Terry Blakesley**  
Managing Editor

#### About the Managing Editor

Terry Blakesley is a 30-year marketing and advertising professional specializing in business-to-business marketing consulting, copywriting and publications editorial management. Prior to accepting the HR Journal assignment, Terry served as managing editor of the international ACTE Quarterly magazine, the official publication of the Association of Corporate Travel Executives headquartered in Washington, DC. Officials at ACTE have credited Terry with guiding the transformation of the ACTE Quarterly into a world-class business journal.

Terry lives in Kansas City, Missouri with her partner of ten years and their two rescue dogs, Gracie and Otto. She has four grandchildren, is an advocate for children and supports responsible pet ownership. First introduced to HR in 1998, Terry is currently working toward HR practitioner accreditation.

## An Enduring Vision



Dear HR Association Members:

In this season of new beginnings, you've no doubt noticed that the HR newsletter is taking on a new name and a new format. It's our hope that the new look is only the beginning of many exciting changes to come in our quest to support our readers. In the meantime, my more pressing priority is to honor my predecessors, the HR newsletter editors that have come before me.

Unbeknownst to most of us, there has been a dedicated group of people who have managed the writing, proofreading, printing and mailing of each issue of the HR newsletter since its introduction seven years ago. They have worked in their spare time, and for little or no pay, to help us all maintain connections within our HR family. As far as I am concerned, every HR member around the world owes a debt of gratitude to them for giving their love, time and energy in service to the HR Association via its newsletter. This dedication began before the HR Association even existed.

It may sound corny, but ever since I became an HR Association member in 1999, I have regarded the HR newsletter as my favorite piece of mail, the one I open first and read cover to cover before I put it down. I personally can't imagine HR life without the newsletter's inspiring words of encouragement, or reports of extraordinary outcomes. Without the published practitioner listings, or seminar schedules. I love the HR process, and I want to know everything possible about it. I believe that my HR student journey today is made easier because that's what my predecessors wanted for us, too.

So it is, with heartfelt appreciation, that I offer a collective thank you on behalf of HR members worldwide to the founding editors. To Netta Pfeiffer and her friend, Dee Rudd, publishers of Vol. 1, No. 1, which appeared in January, 1996. It was the culmination of an idea born in the middle of a swimming pool one hot Sedona, Arizona, summer day two years earlier. "HR was growing so quickly and expanding into other countries. I felt we needed a connection, a tool to express our opinions, ask questions, share inspirational stories. The intention was that the HR Newsletter would serve as that connection," Netta says.

It was a good intention then. It still stands today. Thanks, Netta, for making the vision so clear.

That same year, as Netta was finding a new possibility in HR Sales, she handed the reigns over to Chloe Faith Wordsworth and Dorinda Hartson, HR Council Member, just after the forming of the HR Association was announced at the summer Conference. Shalley Nottingham joined the Association as administrative assistant that year, too. From 1996 into early 1998, Chloe Faith Wordsworth served as the editor, and Shalley provided design and layout.

In 1998, Georgia Miles began her three years as editor, serving with kindness, warmth and love. Georgia has furthered the newsletter's mission, adding international editors, and creating loving connections with everyone that crosses her desktop. When the HR council decided to move into a journal-style publication, Georgia felt she did not have the expertise to facilitate the change. While the November 2001 issue was her last as editor, I know you will be as happy as I am to know that Georgia has graciously consented to serve on the new HR Journal editorial advisory board.

As the baton is being passed one more time, I hope you'll join me in taking a Pause to appreciate all that these former editors have done, and are doing, to advance HR. I wouldn't want to imagine a world without a quarterly reminder that we are all members of a growing HR Family, one that wraps its arms around our planet and connects us all with peace, hope and love.

*Terry Blakesley*  
Managing Editor

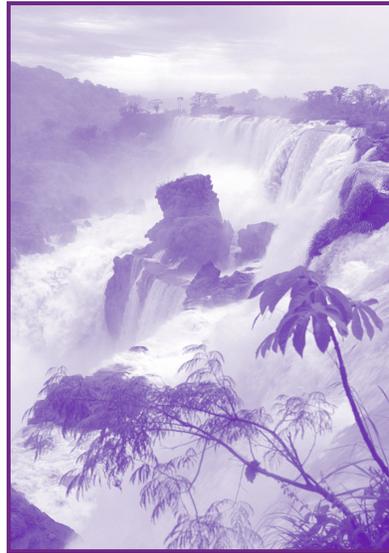


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I don't recall a specific intention, other than what I'd mentioned to my friend [Dee] in the swimming pool. HR was growing so quickly and expanding into other countries. I felt we needed a connection, a tool to express our opinions, ask questions, share inspirational stories. The intention was that the HR Newsletter would serve as that connection.

– Netta Pfeifer, founding editor, HR Newsletter

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# A New Perspective

by Chloe Faith Wordsworth

*On February 2nd, Chloe presented a new one-day HR seminar titled Empowering Yourself with Holographic Repatterning. The event drew 70 students who came to learn a basic HR Process, which they can put to work immediately to help themselves create more coherence in any area of life. Here, Chloe shares excerpts from her new workbook, and provides an insightful look at the meanings of coherence, non-coherence and resonance.*

2002 has arrived! There is excitement in the air for HR—a sense that this year is bringing movement, action and new possibilities.

This coming Saturday I will be teaching a pilot of the one-day seminar, *Empowering Yourself with Holographic Repatterning*. [At the time of publication,

the event had just occurred. Ed.] The intention of this new one day seminar is to make HR available to many more people, giving people from all walks of life practical HR tools they can use immediately to experience extraordinary and positive life changes.

In developing this one day seminar, and writing the seminar manual (about thirty times!), I had the opportunity to refine, define, clarify, simplify and review precisely how HR supports us in being and contributing more of who we are in life.

As the opening paragraph of the preface to *Empowering Yourself with HR* reveals below:

You have the power to be an extraordinary human being in every area of your life. Being extraordinary is about:

- The quality of who you are (being).

---

You always want positive change in relation to:

One: A Problem

Something you have, but don't want

Two: An Intention

Something you want, but don't have

---

- The quality of heart you bring to every relationship interaction (relating).
- The qualities you bring to what you do (action).

Margaret Mead, the anthropologist, writes, "Never doubt that a small group of thoughtful committed citizens can change the world. Indeed, it is the only thing that ever has."

When anything in your life is painful or is not working as well as it could, or you want some improvement you are not achieving, you know that you are experiencing non-coherence.

Coherence means holding together, or cohesiveness. In New Physics, coherence represents a higher state of energy and order. Coherence in HR is associated with a higher state of well being, harmony, co-operation and success.

## and New Possibilities

HR is about changing the world by means of changing ourselves. Let's look at the two basic HR concepts that are covered in the new one-day seminar so we can see HR from an ever-evolving perspective. These two basic principles include the concept of coherence and the concept of resonance. In every HR session, whether we are aware of it or not, we are dealing with coherence and resonance.

HR is about positive change—but what changes do you, and every other human being, need and want?

You always want positive change in relation to a problem (something you have, but don't want) and an intention (something you want, but don't have). Both of these areas represent the parts of your life that aren't working for you. In other words, they are "non-coherent."

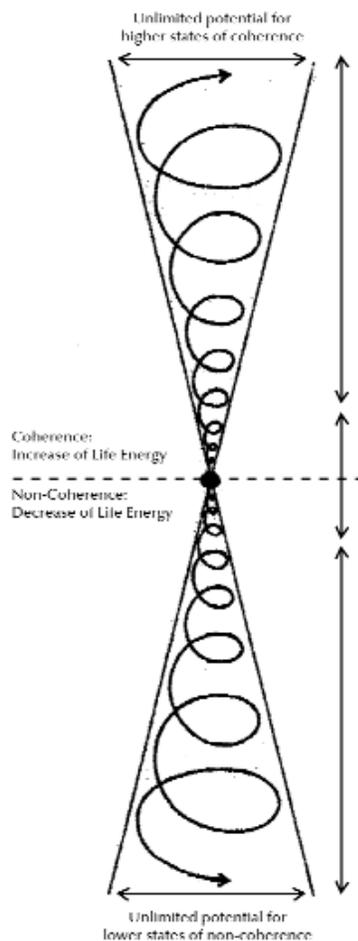
Coherence is associated with success because loving, bonded relationships depend on coherence; health depends on coherence; business ability depends on coherence. The capacity to live fully and with purpose depends on your state of coherence.

Non-coherence is the opposite of coherence and cohesiveness, implying disintegration or an inability to hold together, whether this is experienced as sickness and pain, difficult relationships or as business troubles. Non-coherence is always a lower energy state of disorder and is associated with being out of synch or in a state of disharmony and conflict.

Experiencing any life-enhancing change always involves moving from a non-coherent state to a more coherent state.

## ■ COHERENCE ■ CONTINUUM ■

Let's look at the diagram of the coherence continuum. This continuum illustrates each person's potential for moving to higher or lower states of coherence. Movement on the coherence continuum is what we call the ups and downs of life, a "good" or a "bad" relationship, health or disease, success or failure. Where we are on the coherence continuum is also what makes us a "sinner" or a "saint" and determines how happy or unhappy we feel.



The movement of energy is instantaneous. This means that potentially you can change, for better or for worse, instantaneously.

The question that arises is why you experience non-coherent states in some areas of your life and yet highly coherent states in other areas of your life? The answer: resonance.

Resonance refers to the fact that one object of a particular frequency (or note), can set another object of the same frequency or note vibrating. It's a known scientific fact that one vibrating tuning fork can cause another tuning fork of the same note to begin "spontaneously" vibrating. This helps explain, for example, that if we resonate with laughter or fear, laughter can be "contagious" or another's fear response can trigger a similar response in us.

In other words, if you resonate with something it is because you have the same "note." Trouble occurs when you resonate with what is life depleting, and do not resonate with what is life enhancing. This impacts our life and relationships in numerous ways:

- Do you find certain people difficult, irritating or exasperating? Whatever the issue, and however much they appear to be the ones with the problem, on some level you, too, resonate with them being the way they are.
- Do people hurt your feelings, react negatively to you, treat you poorly, disrespect you, ignore your needs, and misunderstand you? Again, your resonance is involved.
- Are you loving, gifted, kind, and generous? You resonate with these qualities; these qualities set you vibrating.
- Do you worry, feel pressured for time, lack self-confidence and feel hopeless? Again, your own resonance.

The power of the concept of resonance is that what you resonate with, you experience. What you don't resonate with, you don't experience.

Changing your resonance is the basis for all positive change.

## ■ COHERENCE ■ CONTINUUM ■

This is what Holographic Repatterning is all about. If you want more coherence in any area of your life, you need to identify and transform what you resonate with that keeps you non-coherent.

HR is a Process with a tool (muscle checking), that allows you to identify and transform unconscious patterns that underlie any problem you have, or that others have with you. Resonance patterns are unconscious: you aren't conscious of how they are running your life, stopping you from being the extraordinary human being you already are in potential, capable of fully manifesting the quality of who you are in all your relationships and in everything you do.

The intention of the new pilot series is to make it easier for more people to learn HR and use it in their everyday lives.

The students are welcome to attend the original two-day Fundamentals seminar without first taking the new one day Empowering Yourself with HR.

Students who have taken the new one day Empowering Yourself with HR seminar may either attend the original two day Fundamentals, Transforming Primary Patterns, Chakra Patterns and Meridian Patterns seminars, or take the new sequence of seminars.

The new sequence of seminars consists of The Fundamentals of HR followed by Transforming Primary Patterns part 1 and Transforming Primary Patterns part 2. The Chakra Patterns and Meridian Patterns seminars remain unchanged.

Transforming Primary Patterns part 1 includes most of the Repatterning that were in the original Primary Patterns seminar but were rarely demonstrated or practiced. These powerful Repatterning will give a deeper understanding of, as well as new possibilities for, your personal transformation. The following Repatterning have been improved, simplified and refined and are taught in Primary Patterns part 1:

- **Creative Self-Expression Repatterning** (transforming the patterns that block the spontaneous expression of who you are).
- **Language Repatterning** (transforming the negative mind-talk that manifests as non-coherence in our life and relationships).

- **Self-Image Repatterning** (transforming the images you accept as yourself, which keep you limited and stuck in many areas of your life).
- **Compensation Repatterning** (if you don't feel loved and lovable you find other less coherent options for getting attention as a substitute for love).
- **Commitment Repatterning** (if your energy is held in your unconscious patterns, you won't have 100% energy for being who you are and doing what you most want to do).
- **Appreciation Repatterning** (the heart frequency field expands when you give or receive Appreciation. If you do not resonate with appreciation it is impossible to give it to yourself or to others; and receiving appreciation and acknowledgment from others either does not happen or will be stressful).

[Chloe will be teaching Primary Patterns, part 1 prior to the conference for those retakers who would like to experience it].



**Chloe Faith  
Wordsworth**

Founder and Developer

The HR Process was developed by Chloe Faith Wordsworth over a 25-year period of studying and practicing many healing systems. Chloe synthesized this new and dynamic system for positive change in 1990 by applying her training in Acupuncture, Polarity Therapy, brain integration and other healing systems along with her knowledge of psychology, physics, sound frequencies and the holographic model.

CHILDHOOD PATTERNS CREATE FIELD FOR DIABETES

*An anonymous submission*

In August while visiting family, I did a session on my sister-in-law. I don't have notes to remember exactly how it went, but the problem she faced was jealousy.

In the session, we learned that she had been taught a pattern through her dad, that her dad had to choose between his mom and his daughter when giving affection. She learned to be jealous at an extremely young age, especially when her sister came along a year or so later. This jealousy had eroded her marriage horribly.

After the session, we went to a family reunion, where for the first time in over 20 years of marriage she relaxed and enjoyed the family to the point of having a good time and being one of the last to leave.

My brother was so impressed with the results of his wife's session that he agreed to have a session. The session turned out to be about his diabetes, which had been diagnosed approximately six months earlier. His diabetes was associated with his belief that he didn't deserve happiness in marriage. All he remembered about our dad was that he was unhappy in his marriage; my brother had unconsciously modeled him.

We did a Chakra Repatterning – I think the Disrupted Energy Repatterning. When checking whether statements had cleared, we had a difficult time with motivation to change for himself. However, when he saw how he affected his daughter and son, his strength for change was awesome.

I didn't hear anything more from either of them until I called my brother about a business matter. That is how I learned that his last blood test shows that his sugar level is almost normal! My sister-in-law reported that others are noticing her results; she keeps getting comments from friends about how different she is.

The sad thing is that she had an incident that caused her to feel she "relapsed." Because she felt that she had done it to herself, she hadn't wanted to call me. I explained that each session gives her a new perspective and that she will continue to see things differently. She was much relieved and figures I will be busy with many more HR sessions for the two of them.

Do you have an Extraordinary Outcome you'd care to share? Our readers want to know about it. Contact the *HR Journal* editor to submit an article, or to request writing help and/or writing support.

Have You Received Your 2002 HR Password?

TIME TO RENEW

Watch your mail for your HR Membership Renewal Form or renew online at [www.holographic.org](http://www.holographic.org)

HR membership offers a number of benefits. You'll receive your 2002 password to access the member's-only portion of the HR Web site, plus FREE quarterly issues of the new HR Journal.

Thank you for your continued support of the HR Association, 600 members strong and growing!

## ANOTHER MAGIC MOMENT WITH HR

*HR student, Mala Naidoo, Pietermaritzburg, South Africa, having taken only the HR Fundamentals and Primary Patterns seminars so far, reports on the extraordinary outcome that occurred for an eight-year old girl she is helping.*

I completed the HR Fundamentals and Primary Patterns seminars in March [2001]. I have enjoyed doing sessions on first-time clients; one particular client has inspired me to move forward with HR.

The client is an 8-year-old girl who was not only having a difficult time at school but for the last two years had been unable to pass a stool without the use of a laxative. Her physician recommended surgical help, and she was scheduled for a colon operation.

Three weeks before the scheduled procedure she came to me with her mum for an HR session. In the first session, I worked on the girl for the first half of the session and then had to continue the session as a

proxy using the mum. The little girl felt she had gotten something out of the session – which focused on her school work – and wanted more sessions. Her mum was back a week later for a proxy session on her daughter.

This session surprised the girl's mum with its accuracy. Two days after the second session the mum came to see me with a huge smile on her face and exclaimed, "I have great news; in the last two days my daughter has been able to pass a stool without the use of a laxative!"

Two weeks later she called to inform me that the colon operation was *cancelled* as her daughter was in complete control of her bowel movements. She also reported that

her daughter was starting to enjoy school again.

This mum has introduced four new clients to me whom I will do sessions on once I have completed the Chakra Repatterning and Meridian and Five Element Repatterning seminars. I would like to take this opportunity to thank my HR teachers, Lori Forsyth and Shady Sirotkin, and special thanks to Chloe Faith Wordsworth for giving birth to such an awesome system of healing.

Regards,

*Mala Naidoo,*  
Pietermaritzburg, South Africa

## POSITIVE SHEILD KEEPS NEGATIVE AT BAY

*from Jenny Moalem, Australia*

I received some feedback this week regarding a HR proxy session I did for a client who works in a high-powered business environment. It is a lovely description of coherence and what can happen when we don't allow ourselves to entrain with another's lower energy state and let their stuff trigger our stuff.

*"During this week, I achieved something that made me feel like I*

*was wearing a halo! I am working with a very difficult person, and this week she had another emotional outburst. After a few days, the situation culminated in a meeting where she wanted to argue and quarrel with me. I did not get cross once. I radiated love and empathized with her. (I even wanted to refer her for HR!)*

*Previously, I would have been*

*aggressive and attacking and not let her get away with it. This time I refused to lose my temper, refused to let her dictate my mood, refused to take on her negative energy. And in the end, it had a positive outcome for everyone there."*

*Gerrit Basson,*  
Queensland, Australia

READY TO BE OBSERVED?

*Get On for It: Calm, Centered, and Positive*  
by Jacqueline Finn

*Georgia Miles, former editor of the HR Newsletter, has provided support to Jacqueline Finn, a student who is working toward accreditation and entering the observation phase of the process. In an e-mail to Georgia thanking her for her support, Jacqueline shared the new possibilities that emerged for her as a result of her observation. Jacqueline has granted us permission to print her comments.*

Dear Georgia: I had my designated observation last week, and I wanted to write and tell you that you were right. I did love it!

I did a self-session the day before which clarified that not only did I want it to be calm and centered, I also wanted it to be exciting and fun—and it was.

My client was new to me and to HR. I discovered at the end of the session that she is a therapist. Obviously, she has done some work on herself before.

“That was the best session I have ever had in my life,” she said. [*Jacqueline asked us not to include this quote, but it’s important to*

*appreciate her accomplishments, as well as her learning. Her client’s response also speaks to the power of the HR Process in an honest way. Ed.]*

Joelle and I had enough time after the session for some really rewarding in-depth feedback, which is what it [being observed] is about.

It was inspiring for me, and I am now looking forward to my observation with Shady. I am determined to take forward with me my different experience. Some practitioners have reported their fear and struggle with the process. But for me it can be exciting and a great opportunity, and “I will love it.”

There is no doubt that it makes sense to prepare yourself for the process. I made a decision the day before that I could have more than just “not be too nervous.” I wanted joy too.

The exciting bit, as well as the session, was the dialogue after. I was able not only to hear Joelle’s feedback on new possibilities, but also to explore further, to understand why I had or hadn’t done something in the session, to get

really clear on where I felt a little unsure or nervous and where I need to strengthen.

Another thing that helped is that I took the opportunity to watch Lori give observations last summer. From these experiences I clearly learned that it is very easy to become distracted in the nervousness of being observed and in showing competence with the books and the process, which of course is essential. Maybe sometimes this happens at the expense of the relationship between practitioner and client.

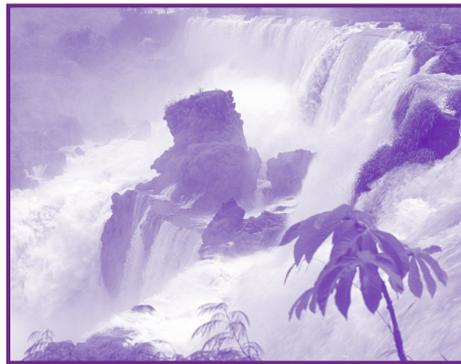
I decided that my bedrock was to create and maintain a safe healing space and to have the courage to do whatever was necessary to maintain that self revelation, including checking the MCC book, and that however much process was done as well would be a bonus. Following the session, my client actually commented on how safe and held she felt.

Here’s to me doing that with more than one person watching! Jacqueline

SAVE THE DATE

**International HR Conference 2002**  
Scottsdale, Arizona USA • June 7 - 9, 2002

For more information, check out our Web site at [www.holographic.org](http://www.holographic.org)



## New Chakra and Five-Element Scarves "Sparkle Like Jewels"

by Netta Pfeifer, Director

Our new Chakra & Five-Element silk scarves have arrived, and they are hot! When I unwrapped the box from India, I spread the packages of scarves across my kitchen table. That afternoon, I couldn't believe my eyes. Caught by the light from windows on opposite sides of the room, with the colors bouncing around the room, the scarves sparkled like jewels. Instead of stashing them in the closet as I would normally do, I let them stay where they were for several days so that I could soak up those amazingly vibrant colors whose vibes suffused my whole house.

Our new silk scarves are made of a glorious, high-quality, extremely fine silk. They measure 21 inches by 68 inches. They are wonderfully wearable. In fact, they're so wearable that Chloe has donned a different one, around her neck or around her waist, each day since I delivered a set to her on the morning of her one-day pilot seminar in Scottsdale, *Empowering Yourself with HR*.

The set includes eight scarves in the following colors: an earthy but very real red; a bright orange; a soft, piquant yellow; a shamrock green; a gem-like turquoise; a deep, cobalt blue; a Dutch iris-like

lavender; and a pure white.

After we had placed the order for these scarves, Chloe decided that a lovely pink scarf would compliment the set. So, the scarf maker sent us a sample. When I gave it to Chloe, she immediately took off the scarf she was wearing and put the new one on. It was so perfect and looked so lovely with her blouse and slacks that one of the students commented how the scarf reminded her of the magnificent pink of the Arizona sunrises and sunsets she marvels at every day. She said she simply couldn't take her eyes off of Chloe's scarf!

The pink scarf will be included when we place our next order. Right now, our new silk scarves are available as a set of eight for \$120.00. Although they are also available individually at a cost of \$20.00 per scarf, you save \$40.00 when you purchase the whole set instead of buying the scarves one at a time.

To place an order, or for any other HR Sales-USA information, contact Netta. There are four ways to do so:

Phone 928-204-9960; fax 928-204-9905;  
e-mail [hrsales@sedona.net](mailto:hrsales@sedona.net); or via the Web site  
at [www.hrsalesusa.com](http://www.hrsalesusa.com).

## ■ U P C O M I N G ■ E V E N T S ■

### LET YOUR VOICE TAKE WING

*by Maureen Waters*

*Rebecca Wing is a post-conference presenter for the 2002 HR International Conference, which is being held in Scottsdale, Arizona, USA, June 7-9. Since many HR members are new to her work, we wanted to give you a preview of Wing's upcoming seminar session. See the HR Web site, or watch your mail for your 2002 conference registration materials, for information about other pre-, post- and conference presenters.*

"If one is able to create flexibility and clarity with their own voice," says Rebecca Wing, "one can open up to the stronger and more subtle vibrational aspects of life."

Wing will be a presenter at the June HR International Conference. She also will be offering a pre-conference experiential day of exploring sound and its effect on the mind and body.

At her Mindfulness Center in Maine, Wing helps people find their personal wisdom. "Being able to slow down enough to touch into our true self is essential," she explains. "Each of us holds a deep knowing but that knowing is covered over by many worldly distractions. Quieting the mind and coming to a place of stillness can help us establish a relationship with this wisdom. We as Americans are always striving for outer gain, which can atrophy our

inner life. At the Mindfulness Center of Southern Maine, my husband Terry Fralich and I help people create space to open up and contemplate from a more focused, non-striving place."

Wing's pre-conference workshop offers attendees a chance to learn how to develop trust in their own voices and its healing effect on themselves and others. She will introduce the use of resonant instruments, such as singing bowls and tuning forks; the importance of intervals; and focused listening.

"Experiencing sound through the body can be helpful in stilling an agitated client's emotions and thoughts," Wing says. "These tools can help teach a client to focus inward and listen deeply."

Wing says that an interval, which is the distance between two pitches, can have a direct emotional impact on the listener and the one who is singing/playing them. Intervals can help create an understanding of the relationship between tension and release. Focused listening is a technique that allows one to empty the mind and reside in sound. Once in a state of focus, the listener can experience sound/music for nothing other than its vibrational and tonal qualities.

"Focused listening goes beyond the analytical mind and resides more in intuition and personal wisdom,"

says Wing. "It is a form of meditation using sound as the point of focus."

Wing started out as a classical pianist and then a professional jazz musician. But she became disillusioned with the pure entertainment factor of music and started to explore the deeper properties of music and sounds.

"I sat for months with my own voice, getting to know how it works and how it affected my body, mind, emotion and spirit," she says. "I began integrating my experiences with meditation into my music. Through deep personal exploration and questioning and years of practice, I was able to establish a strong relationship with sound."

Let Rebecca Wing set the tone for your entire conference experience. Sign up for her workshop when you register for the conference. To learn more about Wing, visit her Web site at: [www.mindfulnesscenter.org](http://www.mindfulnesscenter.org).

*Maureen Waters is a freelance writer who lives in Eudora, Kansas. After receiving sessions from Wendie Theus in Kansas City, Maureen graciously volunteered to contribute to the HR Journal as a features writer and editor. She can be reached at [timbula@grapevine.net](mailto:timbula@grapevine.net).*

TURNING DEMO SESSIONS INTO FOR-FEE BOOKINGS

*Bobbie Martin is an accredited HR practitioner in Kansas City, Missouri, USA, with a thriving practice. She is also an HR Association Council Member, and serves as the HR Marketing Vision Team Leader. Bobbie invites you to e-mail your questions to bam3344@aol.com.*

Hi, Bobbie,

This summer I wrote up promotional materials including my mission statement, vision for my practice, and a menu of HR services with prices. I'm now motivated and working in earnest to build a steady clientele.

I've been doing a free group repatterning called "Anchoring the Vibration of Love" as a public service in response to the events of 9/11 (and as a way for me to introduce HR). My initial goal was to do two [demos] a month, but I've managed to book on average one a week since late September.

At the end of the group, I explain how we just worked on one particular issue and that HR is a powerful and effective tool that works on any issue. I tell the participants that if they would like to schedule an individual session I will give them a discount.

I've also offered to give my previous clients a free session if they would like to host a group. So far, I've had one taker who could only come up with one person to invite, the rest of the people for this particular group are my contacts.

I've about exhausted my own contacts so my goal is to do more groups at holistic centers, massage therapists' offices, and yoga studios – places that already have a clientele that is open to energy work. I'm also putting flyers in New Age bookstores, healing centers, natural food stores, etc.

And of course, I'm doing self-sessions – at least three a week – to make sure I am resonating with my goals and intentions and clearing any blocks to abundance or success. I also make sure I'm resonating with all written material I am putting out, as well as doing HR before phone calls and e-mailing.

With each group that I do, I get better at holding the group energy, so the learning experience is a value in and of itself. From the groups that I have done so far, I've had only one person book a session. So right now, my return rate is one person out of twenty.

**MY QUESTION:**

**How do I make the leap from recruiting people to come to a free group to having people book a session for which they pay me? At the end of the group, how do I transition from healing facilitator to salesperson?**

*Congratulations! You are walking your talk. All of the steps you have taken are big and not easy to do, especially if it is something new for you. Victoria Benoit's advice was to say at the end of a demo, "I am ready to take appointments right here, so everyone interested, please see me at the back of the room (or wherever it's convenient)."*

*Asking them to sign up for a session is "asking for the order" in "salesman talk." Also, are you including in your self-sessions to resonate with amazing outcomes for these groups repatterning, so that people feel the results in the moment? If they feel it, they will want more.*

*You might also focus on one thing that is especially bothering someone as a result of Sept. 11. This would make the session more personal. People need to see how this is going to help them individually in order to be motivated to pay for a session.*

# ■ H R ■ P R A C T I T I O N E R S ■

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• HR Practitioner does Proxy Sessions

❖ HR Practitioner does Proxy Sessions for Animals

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### EMPOWERING YOURSELF WITH HR

DATES:	TEACHER:	LOCATION:	COORDINATOR:	PHONE:
4/13/02	Ardis	Scottsdale, AZ	Ardis Ozborn	480-481-9023
5/11/02	Ardis	Kansas City, MO	Bobbie Martin	816-363-0091
5/25/02	Ardis	Seattle, WA	Ella Nacht	525-885-6266

### FUNDAMENTALS OF HR

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3/01/02 - 3/03/02	Lori	Sydney, Australia	Jennifer Moalem	+61-2-9389-8915
3/05/02 - 3/06/02	Michelle	Catskills Area, NY	Michelle Bongiorno	845-436-9257
3/09/02 - 3/10/02	Dorinda	New Jersey	Michelle Bongiorno	845-436-9257
3/14/02 - 3/15/02	Michelle	New Rochelle, NY	Michelle Bongiorno	845-436-9257
3/15/02 - 3/17/02	Lori	Auckland, New Zealand	Astrid Anderson	+64-6-835-1133
4/05/02 - 4/07/02	Lori	Melbourne, Australia	Melissa Wiltshire	melwilt@smarchat.net.au
4/19/02 - 4/21/02	Karine	Dallas, TX	Sue-Anne MacGregor	972-898-8833
4/26/02 - 4/28/02	Chloe	Scottsdale, AZ	Ardis Ozborn	480-481-9023
6/21/02 - 6/23/02	Lori	Auckland, New Zealand	Lori Forsyth	+64-9-372-5541
8/09/02 - 8/11/02	Lori	Edinburgh, Scotland	Yvonne Bost-Brown	+44-13398-82388
8/16/02 - 8/18/02	Lori	Devon, England	Josie Aims	+44-1626-830224

### TRANSFORMING PRIMARY PATTERNS

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3/15/02 - 3/17/02	Chloe	Cuernavaca, Mexico	Lourdes Fernandez P	+52-777-3-16-51-47
3/16/02 - 3/17/02	Michelle	New Rochelle, NY	Michelle Bongiorno	845-436-9257
3/16/02 - 3/17/02	Michelle	New Rochelle, NY	Michelle Bongiorno	845-436-9257
4/05/02 - 4/07/02	Shady	SF Bay Area, CA	Sharon Gang-Molikin	510-638-6662

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4/13/02 - 4/14/02	Michelle	New York State	Michelle Bongiorno	845-436-9257
4/19/02 - 4/21/02	Lori	Auckland, New Zealand	Astrid Anderson	+64-6-835-1133
5/03/02 - 5/05/02	Karine	Seattle, WA	Frieda Morganstern	425-255-3200
6/04/02 - 6/05/02	Chloe	Scottsdale, AZ (Part 1)	Ardis Ozborn	480-481-9023
6/14/02 - 6/16/02	Karine	Dallas, TX	Sue-Anne MacGregor	972-898-8833
7/05/02 - 7/07/02	Lori	Melbourne, Australia	Melissa Wiltshire	+61-3-9429-8233
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4/06/02 - 4/07/02	Ardis	San Diego, CA	Robert Chavez	619-425-9373
4/13/02 - 4/14/02	Shady	Albuquerque, NM	Shady Sirotkin	541-488-4791
5/04/02 - 5/05/02	Shady	SF Bay Area, CA	Sharon Gang-Molikin	510-638-6662
5/18/02 - 5/19/02	Chloe	Goshen, NY	Michelle Bongiorno	845-436-9257
8/16/02 - 8/18/02	Karine	Dallas, TX	Sue-Anne MacGregor	972-898-8833
9/14/02 - 9/15/02	Chloe	Scottsdale, AZ	Ardis Ozborn	480-481-9023
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6/15/02 - 6/16/02	Shady	SF Bay Area, CA	Sharon Gang-Molikin	510-638-6662
6/22/02 - 6/23/02	Chloe	Goshen, NY	Michelle Bongiorno	845-436-9257
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9/20/02 - 9/22/02	Chloe	Cuernavaca, Mexico	Lourdes Fernandez P	+52-777-3-16-51-47
10/19/02 - 10/20/02	Ardis	Seattle, WA	Frieda Morganstern	425-255-3200
10/26/02 - 10/27/02	Chloe	Scottsdale, AZ	Ardis Ozborn	480-481-9023
12/06/02 - 12/08/02	Shady	Cuernavaca, Mexico	Lourdes Fernandez P	+52-777-3616-5147

## PRINCIPLES OF RELATIONSHIP

DATES:	TEACHER:	LOCATION:	COORDINATOR:	PHONE:
3/09/02 - 3/10/02	Chloe	New York State	Michelle Bongiorno	845-436-9257
4/12/02 - 4/14/02	Chloe	Cuernavaca, Mexico	Lourdes Fernandez P	+52-777-3-16-51-47
11/23/02 - 11/24/02	Chloe	Scottsdale, AZ	Ardis Ozborn	480-481-9023

## HR AND YOUR VISION

DATES:	TEACHER:	LOCATION:	COORDINATOR:	PHONE:
5/11/02 - 5/12/02	Chloe	Madrid, Spain	Akka Sanchez	+34-91-437-7091
10/05/02 - 10/06/02	Chloe	Catskills Area, NY	Michelle Bongiorno	845-436-9257
11/09/02 - 11/10/02	Chloe	Scottsdale, AZ	Ardis Ozborn	480-481-9023
11/15/02 - 11/17/02	Chloe	Cuernavaca, Mexico	Lourdes Fernandez P	+52-7-316-51-47
2/08/03 - 2/09/03	Chloe	Scottsdale, AZ	Ardis Ozborn	480-481-9023

## HOLDING THE HEALING SPACE

DATES:	TEACHER:	LOCATION:	COORDINATOR:	PHONE:
3/23/02 - 3/24/02	Shady	Devon, England	Josie Airs	+44-1626-830224

## ADVANCED TUTORIAL

DATES:	TEACHER:	LOCATION:	COORDINATOR:	PHONE:
3/1/02	Michelle	Goshen, NY	Michelle Bongiorno	845-436-9257
4/05/02	Michelle	Atlanta, GA	Michelle Bongiorno	845-436-9257

June 4, 5 & 6

Pre-Conference Seminars to help you deepen and build your skills,  
build your practice, open your heart.

Thursday Evening • June 6

Welcome Reception, including live entertainment.  
Spouses welcome.

Friday • June 7

Welcome & orientation –  
Chloe Faith Wordsworth, HR Founder & Developer  
Keynote presenter – Dr. Lorraine Day  
Q&A: How Dr. Day's work applies to HR  
HR Group Demo – Chloe Faith Wordsworth

Saturday • June 8

Activating Latent Potential Inherent Within Universal Patterns –  
Jeff Volk

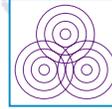
Q&A: Application of Jeff's work to HR  
Continuum Movement – Robert Litman  
Q&A: Application of Robert Litman's work to HR  
Conference Banquet. Spouses welcome.

Sunday • June 9, 2002

Sacred Geometry – Robert Gilbert  
Q&A: How Sacred Geometry is used in HR sessions  
Breakout Sessions:  
Working with Sound Frequencies in HR Sessions  
Deepening Your Understanding of Energy Modalities  
Children and HR  
Short Group Integration Repatterning, Chloe Faith Wordsworth  
Closing Ceremony  
Post Conference workshops, too!

# C·O·H·E·R·E·N·C·E

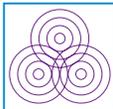
Exploring the Universal Patterns of Life



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