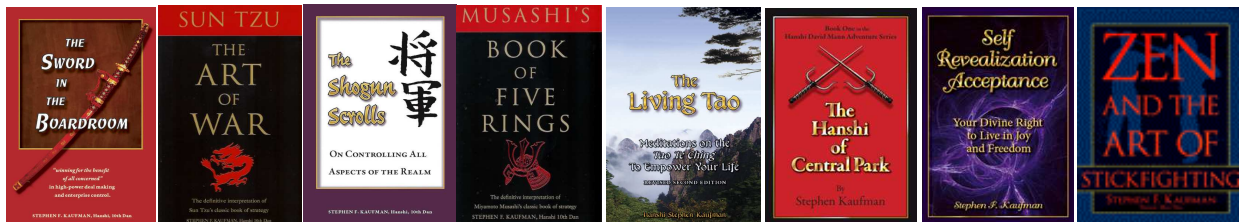


Hanshi Warrior Press Reader

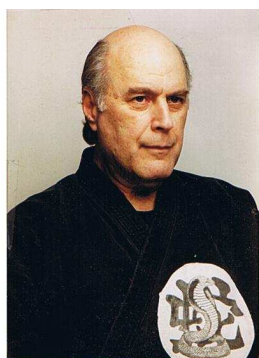
... words that matter !

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A periodic newsletter based on the writings of Stephen Kaufman, world-renowned author and universally acknowledged *Distinguished Grandmaster and Educator*.
Reader's comments and questions are always welcome.

***SEASON'S GREETINGS
TO ALL OF OUR PAST READERS AND NEW FRIENDS***



Philosophical Statement

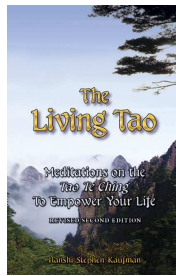
Martial philosophy rules the world - in War and Love. Without it idealism could not survive, along with the freedom to think on that level. That right must be protected. True spirituality, a combination of war *and* love will not permit intelligence to be an excuse for intelligence. ©SFK

This Issue

- 1 – Coming Events and Appearances
- 2 – From Book One of *Sword in the Boardroom*
...winning for the benefit of all concerned
- 3 – Raves about Hanshi's version of Musashi's *Book of Five Rings*
from USAF ace pilot, Col. John Boyd

"If you know what you want but can't put it into words you don't know what you want."
(from The Hanshi Apothegms)

1 – Coming Events and Appearances

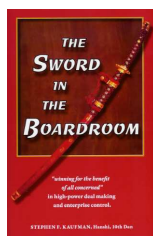


Saturday, January 27, 2007 1:00 pm – 4:00 pm
Hanshi will be presenting a ½ day lecture and workshop.
The Living Tao – Meditations on the Tao Te Ching to Empower Your Life
at Wainwright House in Rye, New York from 1PM until 4PM.
\$30 for members / \$35 for non-members. Pre-registration is required.

The course addresses challenges faced by individuals experiencing confusion and discord in their relationships while explaining the simple truths that make life worth living by using ancient wisdom in the modern world. The proper perspective of Taoism is explained for contemporary thought with realistic approaches resulting in measurable changes in one's life. Participants learn that life can be lived with joy and pleasure that enhance all of one's endeavors. This workshop teaches people how to use the ancient truths of Lao Tzu's Tao Te Ching for personal and cooperative advantage and peacefulness in all aspects of living. Mr. Kaufman speaks with true understanding of the lessons taught by the ancients and focuses on the immediate needs of contemporary groups. His books are considered essential reading for individuals interested in motivational development, including personal life enhancement skills. About the prestigious **Wainwright House** [click](#) here.

Take advantage of our **SPECIAL** Holiday book deal. Buy any two (2) titles of Hanshi Kaufman's books and get the third one **ABSOLUTELY FREE**. We'll even pay shipping and handling. What's the catch? Simple. You have to order by phone, 212-288-3990, fax, 212-734-5269 or email, hanshi422@earthlink.net **ONLY**. If you can't get through leave your phone number so we can call back and process your order.

2 - A Selection from Part One of *Sword in the Boardroom*



BOOK ONE EARTH - FUNDAMENTAL ATTITUDES

Variations of perfection

Musashi - In my opinion, it is essential to realize, not simply to know that there is no such thing as complete perfection on a universal level—in anything. I, however, acknowledge myself as perfect to the extent that I continually work at attaining higher levels of it and maintaining those levels. Accepting that premise, I proceed

to know more about my craft and myself. In this manner I continue to grow while still realizing that perfection is as variable as anything else is. Anyone who thinks they have complete and thorough knowledge of a specific subject will eventually lose control of the matter until they rethink their motives. This happens for any number of reasons, some of which are easily understood, and others that will make absolutely no sense at all. For me, it is essential to constantly examine my motives. Whenever I meet a man who is confrontational to the slightest degree, I have the skill necessary to take complete advantage of the situation and easily beat him. That is my attitude. I win! I am never in a position of *winning*. My mentality is that I win. Because I am not the ultimate in perfection, and I know it, I can safely treat an enemy as less than myself especially if he is determined to force a situation to his advantage. This does not mean I underestimate his skills. I acknowledge the possibilities and then proceed to cut him down without hesitation. In this manner, winning is perfect and losing is not. I do this for everyone's benefit concerned.

Understanding motivation

Sun Tzu - It is wise to understand your personal motives for doing things and preventing haphazard approaches to your goal. Your beliefs should be written down for periodic review while continually rooting them into your higher mind. This gives you the ability to redefine them when deemed necessary to other ideas about the same thing being revealed from any source. Whether or not you agree or disagree with new ideas, your old ideas must be kept in order until they are consciously changed to better your condition. For example, whenever you prepare to talk to your captains, even though you can easily verbalize your desires, it is best to have a written plan to prevent any misunderstanding and they should all receive abbreviated copies of it. In this way you may see what is coming with more control while developing and maintaining successful strategies throughout your campaigns. Additionally, you won't lose sight of what is to be accomplished without having to resort to memory and possibly becoming lazy in your thinking.

Kaufman - The Determined should always write five variations of an idea and think about them deeply before taking any action. You must see which are viable and those that are only the result of fantasy. It is important to know about things that exist and things that do not. Examining your personal motives will give you the added strength of truly knowing what you wish to accomplish. It is wise to do the same for yourself. By using your own words to express your feelings you will quickly see if you are saying the same thing in more than one way, thereby confusing the issue. In the following chart about your thoughts on perfection, do not use one-word answers. Sentences give full meaning to your thoughts and illuminate your thinking about what you feel and think an idea actually is as it pertains to your desires. When you use language properly you can firmly express your exact intentions, especially to yourself. When you completely understand what you are telling yourself, it follows that others will as well. Whether or not they agree is not the issue: you have to know what you are talking about. List five ideas or concepts of perfection, as you know it. Do not use the words of Musashi, Sun Tzu, myself, or any of your colleagues. Use your own mind.

Definitions And Ideas About Perfection

- 1 _____
- 2 _____
- 3 _____
- 4 _____
- 5 _____

Perfection is best described as what you see yourself doing and how you are doing it in relation to anything being done. It should not be based on what you have read in philosophy books about attainment. Defining what perfection means to you will lead you towards a newer understanding of yourself. After having listed five, delete the one that is the most meaningless: then the second, the third, and the fourth. What you are left with is the reality of perfection as it manifests in your life. Define your last statement to include all of the aspects *you* prefer perfection to be. Write this last definition on a separate piece of paper and use it as a constant reminder. This is a good exercise to include in every decision you contemplate. It eliminates any chance of missing your own point and confusing those that are under your command. And, you must never permit subordinates to interpret your directives. They will think you are giving them license to do as they please and will execute your orders for their own convenience. You never want this to happen.

My Personal Definition Of Perfection

Musashi - No one is capable of understanding the reasons of the universe regardless of how hard they may try. There are certain things you will simply never understand. Given this limitation, warriors should have an intelligent understanding of strategy and the tactics needed to be effective and they must be able to impress this mentality upon their aides, subordinates, and adversaries. It is a foundation for leadership acquired through practice and devotion to an ideal. Swordsmanship, not swordplay, is mine. I constantly pursue the exquisite excellence of a definitive cutting technique. I never stop practicing both new and old techniques to further develop understanding of my own motives. If those in authority do not have this fundamental understanding they will not maintain their positions for very long. Those who proclaim they are their own person, even if they are politically connected, cannot adequately perform their jobs via other means. This is not to be confused with doing those things that permit a man to keep his job. They are not the same.

Sun Tzu - Musashi brings out a very good point. There are many variations in which one may proceed towards perfection and the realization of goals. It must be understood that the realization of a goal *is* perfection of an ideal that is dependent upon the awareness of the person reaching for that attainment. Every aspect of life is controlled by the direct and defined desire of the individual and the *Spirit of the Thing Itself* seeking to create itself through individual thought. Awareness of this enables a person to *approach* perfection whether it is in the fine arts, commerce, law, medicine, or warfare. It should be obvious that no one discipline has more importance than any other does. Differentiation only takes place in the mind of the individual. This includes devotion to religion, which though seemingly a more high-minded ideal, can have no higher significance than a secular discipline to an enlightened mind. This must be clear from the beginning. We have all met and heard of people who pray to the gods of wisdom, others to the gods of commerce and yet others to the worship of money. Men will only study as they see fit, and until they realize the necessity of all disciplines working together, they will not understand the true value of their own. Nothing is total without complement. All depends on all. If anything is anything, everything is everything.

NEXT MONTH

Excerpts from *The Living Tao – Meditations on the Tao Te Ching to Empower Your Life*

[3 - References to Hanshi's Book of Five Rings by U.S.A.F. ace fighter pilot Colonel John Boyd](#)



Hanshi Stephen Kaufman, author of the world-renown version of Musashi's *Book of Five Rings* and Sun Tzu's *Art of War* has been quoted and cited many times around the world. **U.S.A.F. Colonel John Boyd** esteemed and honored Korean War and Vietnam War ace fighter pilot has extensively quoted Kaufman and considered it his favorite interpretation of the classic work. Chet Richards, Boyd's protégé has also called upon Kaufman's book and in his works has also quoted him. For reference two of Richard's books are listed with the footnote and page numbers.

This is obvious testimony to the importance of Stephen Kaufman's work. The Department of Defense and the United States Air Force, through Boyd's efforts are aware of Kaufman's unique contribution to the canon of warfare literature as is Vice-president Richard Cheney.

See Hanshi Kaufman's interview at www.sonshi.com/kaufman.html the preeminent website based on Sun Tzu's Art of War

HANSHI WARRIOR PRESS READER©

January 2007 Vol. 1 #1

A SWIFT, ELUSIVE SWORD

What if Sun Tzu and John Boyd did a National Defense Review?

Miyamoto Musashi's Book of Five Rings (1645 A.D.) is a direct adaptation of the ideas of the Art of War to the military situation of the time. Musashi has a strong Zen orientation. Unlike Sun Tzu, Musashi does not dwell on the dynamics of people in groups but concentrates on the Zen concepts of "empty mind" and intuitive knowledge. However he is very much in the Sun Tzu tradition by insisting that the spirit of the enemy is the true focus of effort and that the enemy must be defeated mentally and morally before one risks an attack with cold steel. The book gives specific advice on how to accomplish these goals. **Boyd's favorite translation was *The Martial Artist's Book of Five Rings*, by Hanshi Steve Kaufman**

As the 16th Century samurai philosopher Miyamoto Musashi insisted, **a warrior using this strategy and armed only with a fencible post can take on a fully outfitted samurai and defeat him** as Musashi in fact did. Kaufman pg. 88

Once an option is selected, performance of it does come to the fore. Warfare requires that forces must be able to sustain a high operational tempo so that when a gap has been created or discovered, it can be exploited. Japanese swordsmen tried to cause an instant during which their opponent hesitated and became vulnerable to a fatal strike. Very high mental agility, 'quickness' was needed to sense and exploit this fleeting vulnerability, but not brute physical speed. **"Speed, not being necessarily good, can only cause you to lose control."** Kaufman, pg. 98

CERTAIN TO WIN

The Strategy of John Boyd, Applied to Business

© 2004 Chester Richards Xlibris.com

Japan's favorite strategist, the 17th Century samurai warrior-philosopher, Miyamoto Musashi, wrote with blunt contempt that **'it doesn't matter who is stronger or faster.'** Kaufman pg. 66

"Speed, that is physical velocity, may provide a tactical option, but it is not The Way. In fact speed increased momentum, which can make one more predictable. Since for example striking with too much speed can throw one off balance." Kaufman pg. 35

"This level of skill can be deceiving when seen by other (again, think of a stage magician) because people who have it often don't look like they're working harder or doing things faster. They just insist on getting a more useful result faster." Kaufman pg 94

Direct quote from pg 111 **Book of Five Rings**,

As Musashi summarized it, in the translation **by Hanshi Steve Kaufman, which was Boyd's favorite:**

"Practice is the only way that you will ever come to understand what the Way of the warrior is about...Words can only bring you to the foot of the path..."

As Musashi insisted and Kaufman explains, **"the study of one's discipline is a life long undertaking."** Kaufman pg 60

"The intelligent direction of will delivers all things. Not will-power—which debilitates reason."
(from The Hanshi Apothegms)

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January 2007 Vol. 1 #1

CATALOG OF STEPHEN KAUFMAN'S BOOKS IN PRINT



The Sword in the Boardroom - Hanshi's long awaited new book. The teachings of Miyamoto Musashi, Sun Tzu and the author are presented as a synthesis to address realistic strategies for the development of business negotiation skills for today's world through a martial approach. Timeless universal truths are based on "**winning for the benefit of all concerned.**" The book is functional, entertaining and practical. \$19.95



The Book of Five Rings - Miyamoto Musashi's Book of Five Rings is well known as a book of strategy and has been used by many as a means to understand contemporary Japanese business. Musashi was not a businessman; he was a warrior—the greatest warrior Japan has ever known—and the Five Rings was his definitive treatise on mortal combat. Hanshi Kaufman's interpretation is the best-selling version in the world with over 1,000,000 copies sold to date. \$13.95



The Art of War -This definitive interpretation of Sun Tzu's military classic cuts through the hyperbole, academic commentary, and ambiguous metaphor to present a straightforward approach to Sun Tzu's message. Whether you are a military professional, student, or a corporate manager, this book will enable you to fully comprehend the implicit meaning of the Art of War \$12.95



The Shogun Scrolls -Power comes to a man in various ways. Undoubtedly, it is granted to a man by his personal choice. It is based on his desire to rule or to be ruled. The extent to which that desire is expressed will be manifest in his life. It does not matter if it is the desire to control an entire country or a desire to control a small faction with a private interest. It depends on a man's thoughts and the manner in which he accepts the truth of his own greatness. \$16.95



The Living Tao - "AS I APPROACH MY SEVENTIETH YEAR, I have gone through life tests that accompany any form of enlightenment. I have decided that I should explain what most people consider the hidden meaning of the Tao Te Ching, though I no longer see any "hidden" meanings, based on my experiences in life, both good and bad." \$19.95



Zen and the Art of Stickfighting - Effective self-defense is not an esoteric subject accessible only to a few highly trained, accomplished people. *Zen and the Art of Stickfighting* shows you how you can avoid victimization and to protect yourself with a little effort that results in large effect. Starting with the basics of holding and choosing a "stick," you will learn techniques that include the use of umbrellas and canes. Fully illustrated and loaded with "Zen" you too can learn to defend yourself easily and effectively. \$19.95



Hanshi of Central Park Book 1 in the Hanshi David Mann series. Hanshi is the highest rank attainable in the martial arts world. To receive this rank a man must be a very skilled and field-proven warrior, an exemplary teacher and a leader of men. His quiet Zen-like life is structured on non-structure. One morning, Hanshi becomes involved in a NYPD drug bust gone wrong and his life is forever changed. \$13.95



Self-Revelization Acceptance The true secret to winning the so-called battles of life is not in understanding why things happen, or why they don't, but rather in knowing what you want and accepting it as already done by your Divine Right to Live in Joy and Freedom. By means of the teachings in this book you develop complete and total self-reliance, and the ability to create exactly what you want when you want it. \$16.95

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January 2007 Vol. 1 #1

COMING SOON FROM HANSHI WARRIOR PRESS

BOOKS

Musashi's Book of Five Rings – An Interactive workbook
Sun Tzu's Art of War – An interactive workbook
The Hanshi in Brussels – Book 2 in the Hanshi David Mann series
Silent Moon – a novel
Life Force Energy Healing - illustrated
Art of the Zen Swordmaster - illustrated
Zen Fairy Tales of Mokubei - illustrated
Kata of Hebi-Ryu – Theory, Analysis, and Practice - Illustrated
Hanshi's Significant Self-defense Self-taught - illustrated
Mastering Okinawan Sai – illustrated

INSTRUCTIONAL VIDEOS

Life-Force Energy Healing
Mastering Okinawan Sai
Hanshi's Self-defense
Kata – Theory, Analysis, and Practice
Art of the Zen Swordmaster

AUDIO ON CD

Sword in the Boardroom
The Living Tao
Self-Revealization Acceptance
The Shogun Scrolls
The Hanshi of Central Park

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