

The Hanshi Reader

... words that matter !

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A periodic sampler of Hanshi Stephen Kaufman's writings.

World-renowned Author, Universally Acknowledged Distinguished Grandmaster and Educator
A True Founding Father of American Karate

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*There is no such thing as yin and yang
which is not to suggest that yin and yang do not exist*



This Weeks Self-Revealization Acceptance

(It should be realized that ALL Self-Revealization Acceptance's can be adjusted for any condition by the simple trading of words in any particular situation. This includes any aspects of living: love, health, freedom of expression, finances, etc. That is what the numbers are for. If you have any questions concerning the Self-Revealization Acceptance or personal function with the Spirit of the Thing Itself send an email and I will explain. Better yet, read the book.)

My Health is Superb and Malady Free

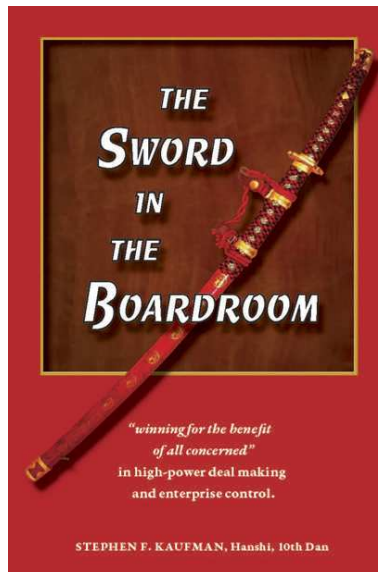
Every part of my body and mind is in perfect and harmonious health with all of the business of my life and my soul reflects this. There is nothing in my experience that will cause me to feel any anxiety or stress and therefore I will not experience any dis-ease or disease or discomfort. I see myself expressing radiant and marvelous health filled with excellent physical condition in all of my parts. Any form of obesity becomes part of an incorrect assumption on my part and I see the pounds simply melt away. I work at having this happen. My joints are flexible, my ducts are clear, my muscles are toned, and because I now refuse to permit anxiety to interfere with my life I am now filled with an even blood pressure and heart rate. I am free from the use of any forms of mind-altering drugs, alcohol, and tobacco. Any specific errors in judgment concerning my health are immediately revoked of authority including:

- 1
- 2
- 3
- 4
- 5

I use this Self-Revealization Acceptance to establish a mental routine that will permit me to work on those aspects of my body that are not in line with the perfection that I seek. Knowing that the Spirit of the Thing Itself immediately responds to my desire for an excellent physical condition and appearance I accept in fullness the marvelous new vision I behold of myself enabling me to live my life in Divine Joy and Freedom. I give profound thanks to the source of all creation and accept with profound gratitude this new me that I express in perfection in all that I do. I am at peace and I am calm in all matters.

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A Selection from:
Sword in the Boardroom
“winning for the benefit of all concerned...”



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from BOOK THREE: FIRE—THE PASSION TO WIN

Musashi – This book is about fire and the passion to win. It teaches a person how to release the intensity needed for applying tactics to strategy with the true intent of delivering decisive blows to the enemy. Strategy is a philosophy that you adopt as your life. It includes tactics that are specific techniques to employ strategy but it goes much deeper than that. *The difference between strategy and tactics is in knowing the difference between when and where compared to what and how.* It is based on sincere, and insincere, intentions especially when dealing with your desires. Passion is a profound aspect of being that is important in all matters. If you do not have passion in your work you will be unable to impress your ideas on a target. Keep in mind that passion is not to be confused with absurd or outrageous emotional behavior that suggests you are unstable. The opposition will see you as not balanced in your intent simply because you are not.

Sun-Tzu - Approach all of life with passion or you are just a shell. Passion comes from desire and is expressed through your actions. To reinforce Musashi's explanation, passion is never expressed through uncontrolled emotion. Passion must be considered an aspect of your personal destiny control. You must approach and close all things in life with full commitment towards your desires regardless of *pain* or they will never manifest as the reality they should take. Desire and passion work together to produce the results you want to experience. If you are without passion for your ideal then, by your lack of personal conviction, anyone will be able to manipulate you in an attempt to control your destiny and thwart your desire. A passion for winning and a passion for life keeps you focused on your destiny. You cannot keep developing skills through technique alone as it is a limited point of view. Live your life with passion.

Kaufman – When you do not maintain yourself with dignity and aplomb you are sending a signal to anyone that they can control you to the extent of their whim. It was with great zeal that Yoritomo threw himself completely into everything he did. But only after he planned his approaches and studied intently. His dignity, carriage and poise were intractable. He knew that doing the job correctly was not enough. He had to impress the opposition with the idea that he was determined to see the project accomplished and would do whatever was necessary to accomplish his means within the constraints of appropriateness. This attitude dissuaded his enemies from trying to coerce him with threats or any other forms of intimidation. He was especially on the alert for any interference that could come from his own house; his family, his counselors, or his inner guard. He kept to himself when he had his moments of doubt and pain that everyone is susceptible to, and would

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instantly thwart any attempts to unduly influence him. After warning them to stop, if they did not, he would restructure their lives. When someone tries to force you into a predicament that you intuitively know is not right for you, though you may lose their overall support, you will increase your personal conviction by holding your ground. The *Spirit of the Thing Itself* will prevail and the Will of Heaven will rush to your side. True commitment will indicate to anyone that you are not to be fooled with or cajoled into anything you do not deem to be correct action.

Sun-Tzu - The Will of Heaven will support you with good fortune if you are passionate in your ideal and it becomes obvious to everyone that you are devoted to your desire. Expressing pure passion for accomplishment cannot be a cursory approach that so many people use in the hope of entertaining empathy. By not permitting others to toy with you is also a sign of maturity as well as resolve. People will only play with you when you give them the opportunity to do so. Their own lack of personal commitment to their ideals should indicate that they are, at best, superficial. Avoid them as they are beneath your level of integrity. Use them to your advantage.

Musashi – When such people can provide you with avenues towards your success they should be used and they should be thanked. They should also be kept in a position of not knowing your true intentions towards them. Most people brag about their abilities and use the trappings of their profession while not understanding the virtue of strategy. They miss the importance of permitting the *Spirit of the Thing Itself* to be revealed in their daily activities and do not accomplish much in their lives. In order for the *Spirit of the Thing Itself* to be active in your life your discipline must be studied with heart and soul. Not to do so will cause you to be recognized as a person that relies on tricks and not real substance. You will be considered a fraud by the astute and will not succeed in your endeavor to attain perfection. Most people are perceived in this manner because their appearance and approach is obviously not grounded in their own truth. Those they attempt to deal with do not respect them. Accomplishment must be filled with passion otherwise you are of the living dead; regardless of appearances.

Why to Never Refer to the Opposition as He, She, or They

Sun-Tzu - The world is comprised of subjective and objective realities. Subjective realities are based on personal experiences and are, therefore, limited in their viewpoint. It is the basis of he, she, or they. Most people subject themselves to tangible *things* that they can physically identify with. This limited view does not permit full expression of the *Spirit of the Thing Itself* or the freedom required of it to create new levels of consciousness in its vehicle of expression, which you are. It is not a wise to limit its possibilities. For this reason, people of accomplishment, small or great, *seem* to have no feelings about anything or anyone outside of themselves. But, the reverse is true because they maintain focus on their ideals without let up. They are objective and filled with passion for their work and their associates on either side of the table. Objective reality is always free to express new ideas through the mind of the warrior-philosopher because these new ideas are not based on preconceived notions or attitudes about how or why something should or should not be done. Objective reality will always provide the desired result in its own manner based on your thought. The *Spirit of the Thing Itself* always knows the best way to accomplish things. The same applies in negotiations. When you empathetically identify with someone you are permitting their personality to hold sway in negotiations. This is not to be confused with acknowledging someone's presence based on a personal rapport. Approaching things objectively prevents you from being caught off guard by appearances.

Natural Talent and Persistence of Desire

Musashi - The only way to understand the reality of the negotiation process is to live through the mechanics of making a deal. *All* negotiations, mental and physical are the same based on differences of opinion. It is difficult to fully understand this reality in tangible form especially in the beginning of training unless a person is of exceptional talent. Even people with exceptional talent have to constantly maintain their ardor for what they are trying to accomplish. The study and application of intelligently applied strategy and tactics is necessary before you can accurately determine any opponent's strength and weaknesses. Once this attitude is properly developed, people will prefer not to have to deal with you in a confrontational manner. They may ignore you or they may try to stop you, but they will be unable to do that because your resolve and conviction will shine through.

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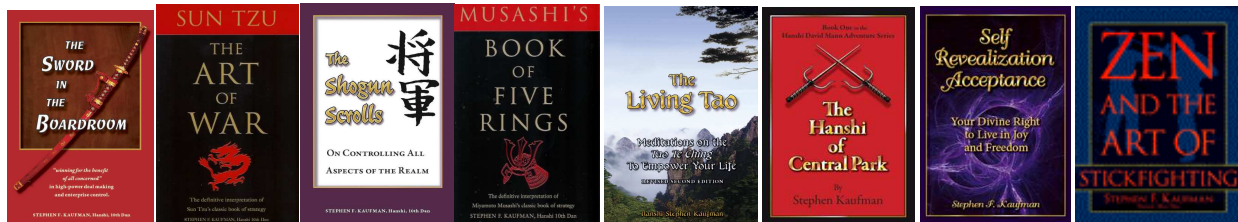
Kaufman - Reflect on the times you permitted yourself to be manipulated and controlled even though you knew or thought you were doing the right thing. Perhaps the proper perspective of accomplishment was not in view and the passion to accomplish your ideal was not uppermost in your mind causing you to lose control because of misconceived notions. Being able to change attitudes even in the midst of combat will enable you to realize the importance of not relying on arrogance, conceit, or false pride.

Times When I Did Not Truly Understand Myself And My Goals

<u>Situation</u>	<u>How I should have handled myself</u>	<u>Why I didn't</u>
1 - _____	_____	_____
2 - _____	_____	_____
3 - _____	_____	_____
4 - _____	_____	_____
5 - _____	_____	_____

Yoritomo knew that in order to understand winning and losing he had to be in situations where either possibility existed. His constancy of purpose developed with ease and grace because he understood his desires. As well, the ease and grace with which you move through the varying aspects of a negotiation depends on the resolve that is developed in practice. Approaching with an attitude of being blasé or nonchalant, as Musashi would no doubt say, will cause you to be considered and perceived as an imbecile. Without passion nothing of value is ever accomplished. When you comprehend passion you will understand its essence and not have to consciously resort to it. It will become part of your being. It will also become obvious to others that you are not to be trifled with. At that point you can consider yourself relatively enlightened.

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