

# The Hanshi Reader

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... words that matter !

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A weekly sampler of Hanshi Stephen Kaufman's writings.

World-renowned Author, Universally Acknowledged Distinguished Grandmaster and Educator

A True Founding Father of American Karate – since 1958



*Hanshi Stephen Kaufman*

***When a healing takes place a healing has taken place.  
When a healing does not take place a healing has taken place.***

## **This Weeks Self-Revealization Acceptance**

How to use a Self-Revealization Acceptance

A Self-Revealization Acceptance is constructed for the simple purpose of bringing a specific result into a practitioner's life. Any of the ideas presented in my weekly example can be structured for your own desires. The use of the numbered line is for you to fill with what it is that you are relating the particular Self-Revealization Acceptance to. You do not necessarily need five. Self-Revealization Acceptance is a philosophical approach to reality facilitation. Your reality and not the reality of someone else. Self-Revealization Acceptance absolutely is for an individual and personal manifestation REGARDLESS of what anyone outside of yourself thinks in relation to what you are accepting for. Feel free to forward any questions or comments.

### **I Share My World and the Universe Gives Me More**

Knowing that I am filled with a complete sense of joy and well being I am able to give all that I have to anyone seeking my input. I make sure to maintain my own belief in my self so that I do not give without a sincere desire on the part of the person asking. Caring for my own needs as the primary reason for my daily **Self-Revealization Acceptance** it becomes easier and easier for me to function through pure selfishness for the right reason rather than impure selfishness which is a mistake in judgment and does not bring about the correct results of my desires. I always permit the **Spirit of the Thing Itself** to act in me, as me, and through me, based on my complete surrender to the Supreme Intelligence of Creation as an instrument of Its desire. As a result I accept my life as an expression of living by **My Divine Right to Live in Joy and Freedom**. I accept my great bounty with an open heart and open arms and without restriction. This attitude alone gives me the strength I need to fulfill my own destiny as defined by myself and for myself with the knowledge of the higher expectation of my reality. I am fulfilled in all of my desires and correct any mistakes in my own judgment with appropriate **Self-Revealization Acceptance**. I share with those who care the following:

1 –, 2 –, 3 –, 4 –, 5 –,

I do not restrict my giving and I do not restrict my acceptance of the lavishness, lotsness, and limitlessness that life grants me with Its own joy and pleasure. I am thankful for all I receive and I show my gladness with total giving. This is how I choose to live.

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## Reader's Forum for Questions and Answers

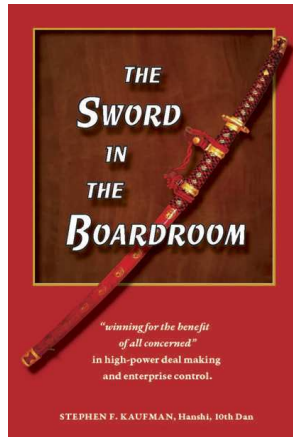
Sandor from Portugal asks an interesting question about the reality of getting his ideas across to the people he is working with.

"Hanshi, I have been involved with a business situation that could prove to be very profitable to myself and my family. The situation I am encountering is that there seems to be a lack of complete trust and belief on the part of the people I am negotiating with as they have a tendency to think my desires are not grounded. I have tried many times to persuade them that I am sincere but still have this particular difficulty. What would be a logical and firm direction for me to take at this juncture? We have been going on with this matter for a few months now and I want to give it one last try. What would you suggest?"

My response. The point that you are making is based on the possibility that you are not defining your desires correctly. This is no fault of your own except for the fact that it is required that you constantly redefine your desires until the bare truth of the matter is exposed to yourself as well. When that is adequately accomplished you should then present your ideas with the expectation that you will be understood and that you are firm in your thoughts as well. I have selected an excerpt from ***Sword in the Boardroom*** that will give you the impetus to work through any situation. My advice may be harsh but it is certainly grounded in reality.

### This Week's Excerpt

## **The Sword in the Boardroom** **Winning for the Benefit of all Concerned** by **Hanshi Stephen Kaufman**



ISBN 0-9779551-0-9  
Paperback 170 pgs. \$19.95

### **Book Three** **Fire and the Passion to Win** Pages 117-119

#### **Impressing your reality**

**Sun Tzu** — Attitudes, good or bad, are contagious. Variations in attitude are also a direct misinterpretation of the concepts of good and evil, which do not necessarily exist except in the mind of the beholder. You should strive to disavow any form of favoritism based on preconceived ideas. Impressing my reality on the opposition makes them come to terms with me. However, I can only impress someone or something when I am in control

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of myself. This includes understanding my own motives. If an opponent determines that I am agitated, any advantage I have will be seriously hampered. Agitation is an aspect of insecurity and my preparations do not permit this to happen. I insure against it by study and practice while realizing that impressions work both ways. When I want the ability to act on information given to me by others I must conduct myself with awareness and insight. Using information offered to me helps me maintain poise under pressure. In this manner I remain calm even when I am under attack. The idea in doing anything is to gain the advantage for winning, and that, *for the benefit of all concerned*.

## **Cowards, false friends, and others of disrepute**

**Kaufman** — There will always be people, who for a few coins will give you any information you want about your adversary. They generally give you information they feel is what you are looking for and it may not necessarily reflect the reality of situation. Be aware of this. Make sure you understand the motivation of your sources, thoroughly. There are many types of nefarious people that you will encounter in your dealings only interested in their own well-being. Anytime you need to know something about a situation, simply approach the matter and cozy up to those who have contact with the decision-making authority of the enemy. By handling spies and traitors in the proper manner you will not have to be concerned that they will report your approach. They will know you have overpowered their authority and will be worried about their betrayal and so, they are now your allies. They may evidence nervousness and so you must be sure to not trust them too far and certainly without giving them insight into your intentions. Be sure that the person you approach is not an extreme loyalist, love notwithstanding.

**Musashi** — Eventually, as you permit the *Spirit of the Thing Itself* to flow, it becomes you and you become it in totality by your acceptance of it. You may then consider yourself a master. Never think in terms of being a master, but instead, *act as one*. There is nothing wrong with accepting your own greatness as long as it is based on fact and not fantasy. When you impress your attitudes and realities that person effectively becomes your follower or if you prefer, your disciple. But, people are fickle and you must be aware of changes in personal need and desire. This is the Way of masters and the way of the world. If you try to discern the reality of another person's truth, you will act inappropriately by foregoing your own excellence. You will understand what a master is when you are a master and not before. And, most importantly, the price you must pay for personal mastery. Masters have many followers: not many friends.

## **Throwing the opposition off balance**

**Sun-Tzu** — A person loses balance because of perceived danger, fear, or unexpected difficulty. That is why it is essential to approach and close with all the courage and force you can muster while making sure to have adequate protection when and where necessary. Throwing the opposition off balance further empowers your ability to remain impassioned. When the opposition loses balance your attack is essentially impossible to stop, when you are focused. By maintaining attitudes of firmness and flexibility your technique should not be easily recognizable. Flexibility also suggests that you are not too loose either. Being flexible is very important in strategy because life does not permit things to go your way at all times. Things do not have to do *that*—they must, however, expand into tangible reality as approximate perfection through your desire by their own devices.

## **Multiple objections**

**Kaufman** — When you understand flexibility it is never necessary to stand in only one position. When dealing with a group of people, all having input into a decision, it is required that you deal with each one individually, as a whole group, simultaneously. Approach where and when you are not expected, yet always towards the center—the actual decision-maker regardless of where he or she is positioned. The close must be executed without compromise and it must be thorough even when you have to do it over and again. Positive results are easy to attain when you have the ability to use any device at hand.

## **Frightening the enemy**

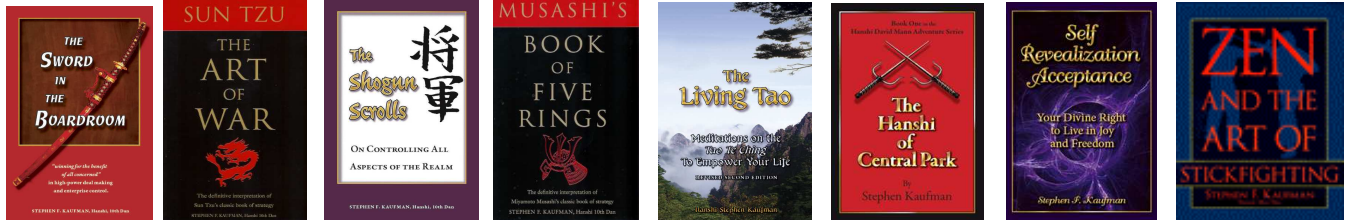
**Musashi** — Differences in approaches and closes are too numerous to count. There is, however, a difference between a half-hearted close and a whole-hearted close. My close is always strong with enough quickness and power to permit the enemy to absorb my point. The logic of the two, half-hearted and whole-hearted, is that

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one is a type of boasting, and the other is total and full commitment to the goal. Not to change an approach toward the same group when it is necessary will be easily read as weakness. Warriors must have flexibility, which can only be acquired through constant practice. If a warrior is weak in resolve he will not hold the attention of the enemy. I win when I approach with resoluteness by creating changes in timing and rhythm when necessary. Expressing control through functional and articulate use of my voice, body, tools or whatever, is essential and enables me to frighten the enemy causing them to lose balance giving me easy access to their minds, hearts, and wallets.

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