

# Your Management & Selling Success Formula



JERRY  
TEPLITZ  
ENTERPRISES, INC.

By Jerry V. Teplitz, JD, Ph.D.  
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Virginia Beach, VA

# Fears



60% Fears unwarranted

20% Fears already past

10% Petty - Doesn't make difference

10% Real Fears

- 1-4% Real + Justified +

- Can't do anything about it

- 2% Can solve easily by action

- 1-4% Real + Justified



F  
E  
A  
R



**F** False

**E**

**A**

**R**

**F** False

**E** Evidence

**A**

**R**

**F** False

**E** Evidence

**A** Appearing

**R** Real



Motivated  
Incompetent



**Motivated  
Incompetent**

**Motivated  
Competent**





**Motivated  
Incompetent**

**Motivated  
Competent**

**Demotivated  
Competent**



**Motivated  
Incompetent**

**Motivated  
Competent**

**Demotivated  
Incompetent**

**Demotivated  
Competent**

**INTRA**  
(me/me)

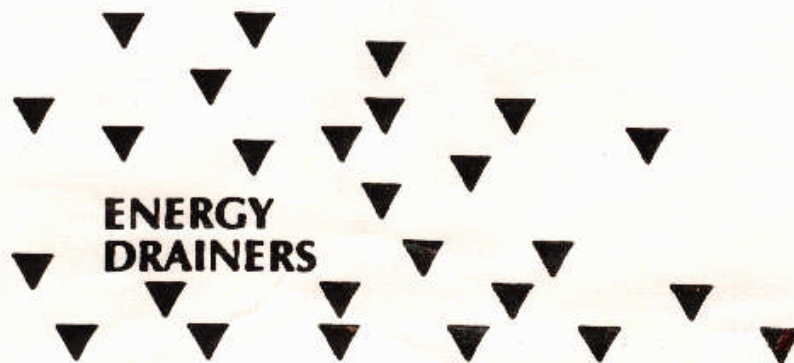
**PERSONAL**

**CONFLICTS**

- **HOSTILITY**
- **FRUSTRATION**
- **ANGER**
- **DISAPPOINTMENT**
- **DEPRESSION**

**INTER-PERSONAL**  
(you/me)

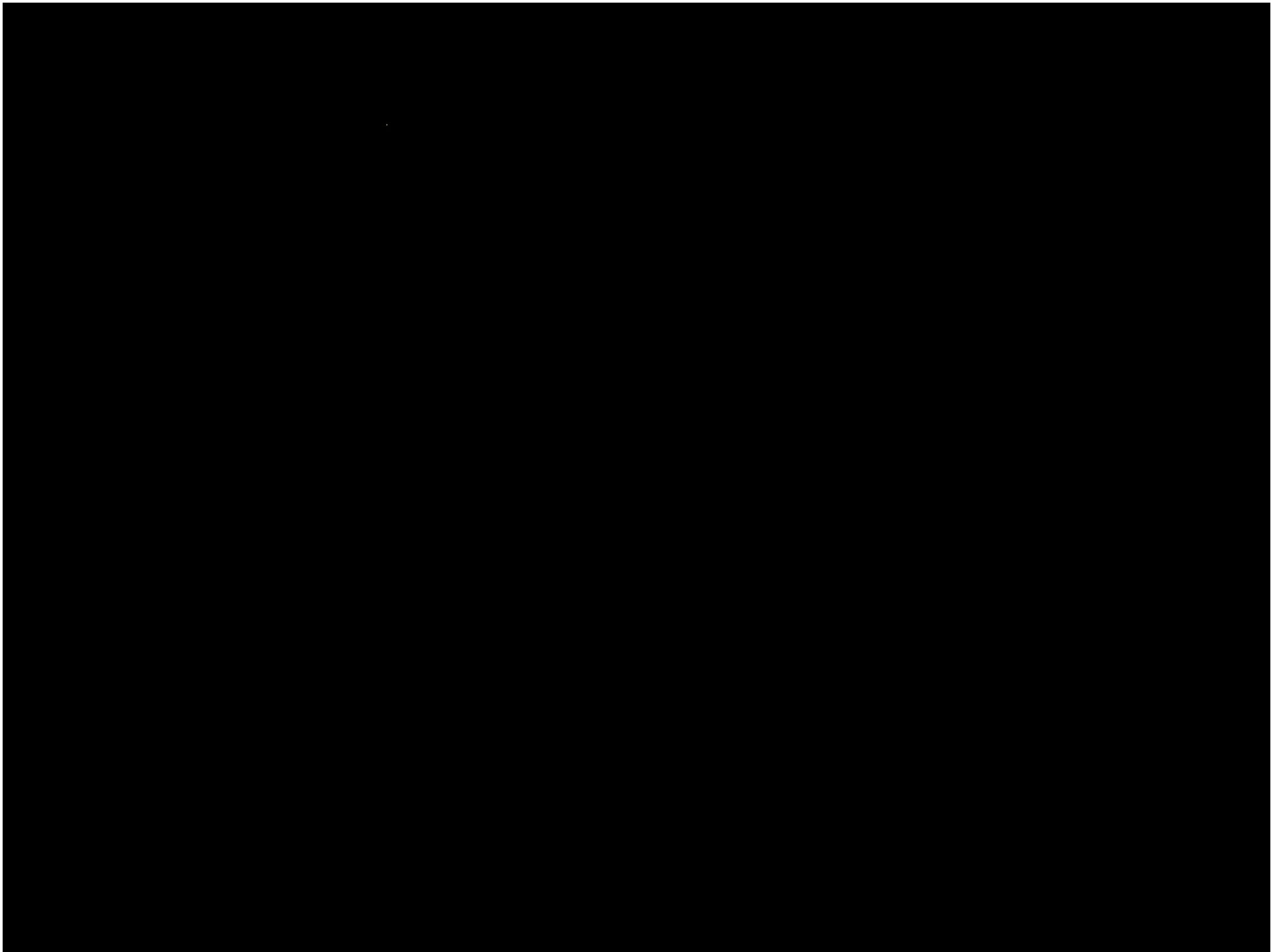
**PERSONAL/FUNCTIONAL**  
(me/work)



# All People Are Motivated?

Yes

However it may not be for  
what you want them to do



# Successful People



- Understand yourself and how your behavior affects others
- Understand your reactions to other people
- Know how to maximize on what you do well
- Have a positive attitude about yourself
- Know how to adapt your behavior



**ARENA**

**FACADE**

**BLIND SPOT**

**POTENTIAL**

ARENA

FACADE

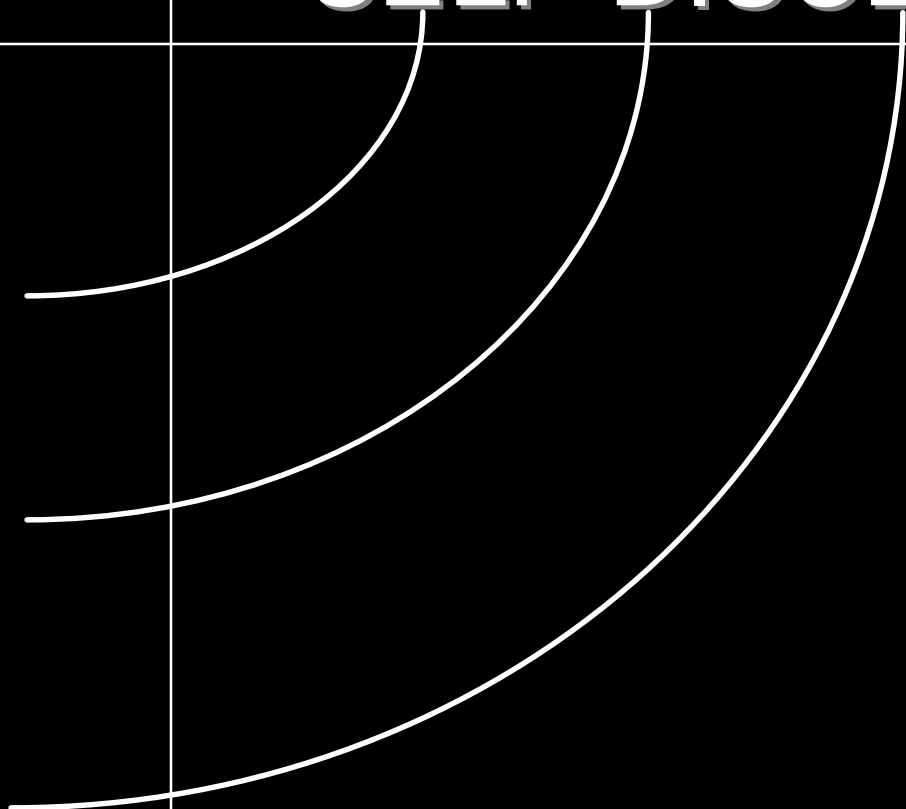
B S  
L P  
I O  
N T  
D

POTENTIAL

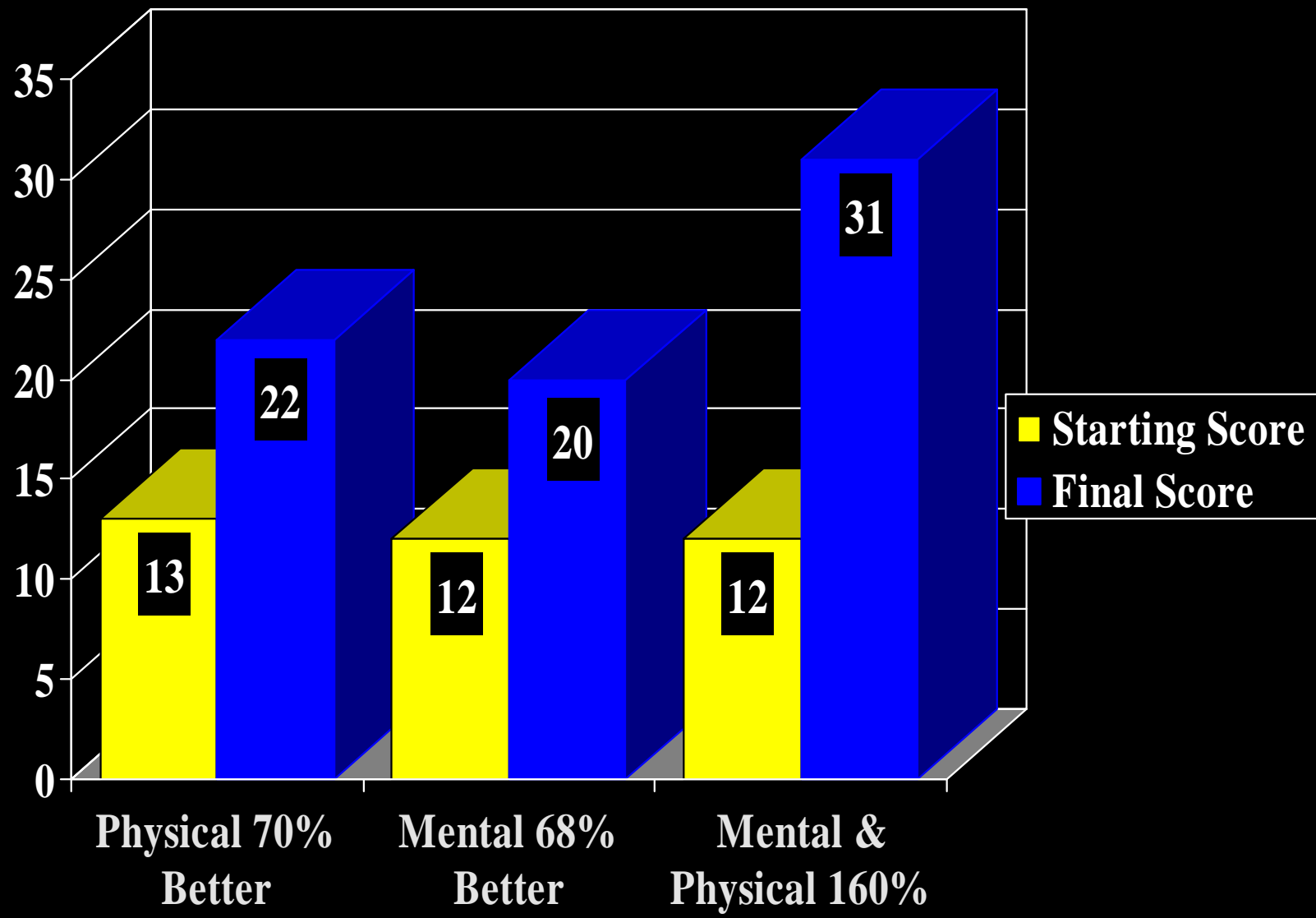


# SELF-DISCLOSURE

F  
E  
E  
D  
B  
A  
C  
K



# Visualization



# Active and Outgoing or Reserved

If You Answered Yes To  
Active and Outgoing,  
Are you more concerned with...  
Directing of others  
or  
Relating with others

If You Answered Yes To  
Active and Outgoing,  
Are you more concerned with...  
Directing of others = “D”  
or  
Relating with others = “I”

If You Answered Yes To  
Reserved,  
Are you more concerned with...  
Accepting of others  
or  
Assessing (Judging) of others

If You Answered Yes To  
Reserved,  
Are you more concerned with...  
Accepting of others = **"S"**  
or  
Assessing (Judging) of others = **"C"**

# Response Sample



## EXAMPLE 1

The individual responding tends to be **MOST** *enthusiastic* and **LEAST** *satisfied* in his or her selected setting.

- 1** enthusiastic  
daring  
diplomatic  
satisfied

MOST	LEAST
<input checked="" type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input checked="" type="checkbox"/>



# Response Sample



**1**



try not to attract attention.....

analyze things privately .....

don't depend on others.....

want to talk about how I feel .....

**MOST LEAST**

# Tally Box

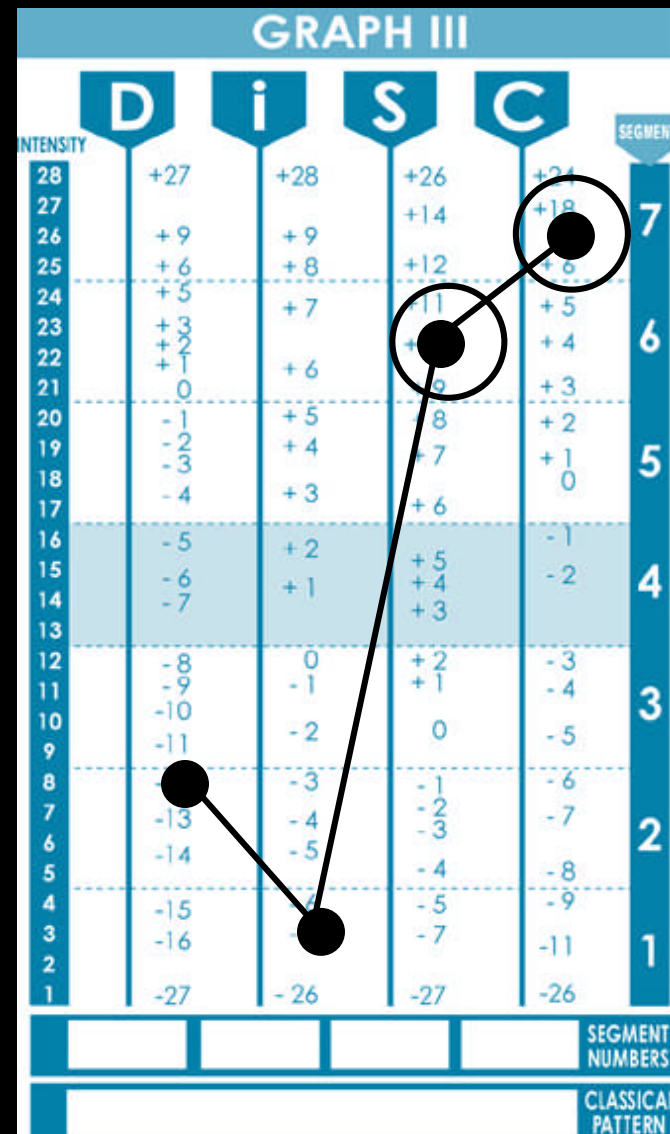


TALLY BOX		
GRAPH I MOST		GRAPH II LEAST
D		D
2	-	14
i		i
3	-	11
s		s
11	-	1
C		C
12	-	1
0	-	1
COLUMN SHOULD TOTAL 28		COLUMN SHOULD TOTAL 28
	=	GRAPH III DIFFERENCE
		D
		-12
		i
		-8
		s
		+10
		C
		+11
		DO NOT COMPUTE

# Graph III



TALLY BOX			
GRAPH I MOST		GRAPH II LEAST	GRAPH III DIFFERENCE
D 2	-	D 14	= -12
i 3	-	i 11	= -8
S 11	-	S 1	= +10
C 12	-	C 1	= +11
0	-	1	= DO NOT COMPUTE
COLUMN SHOULD TOTAL 28		COLUMN SHOULD TOTAL 28	



I	<u>3</u> Enthusiastic	I
	<u>4</u> Bold	D
	<u>1</u> Conscientious	C
	<u>2</u> Friendly	S



26 <b>D</b>	<b>(38)</b> <b>i</b>	20 <b>S</b>	16 <b>C</b>
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# Group Composition



D's

I's

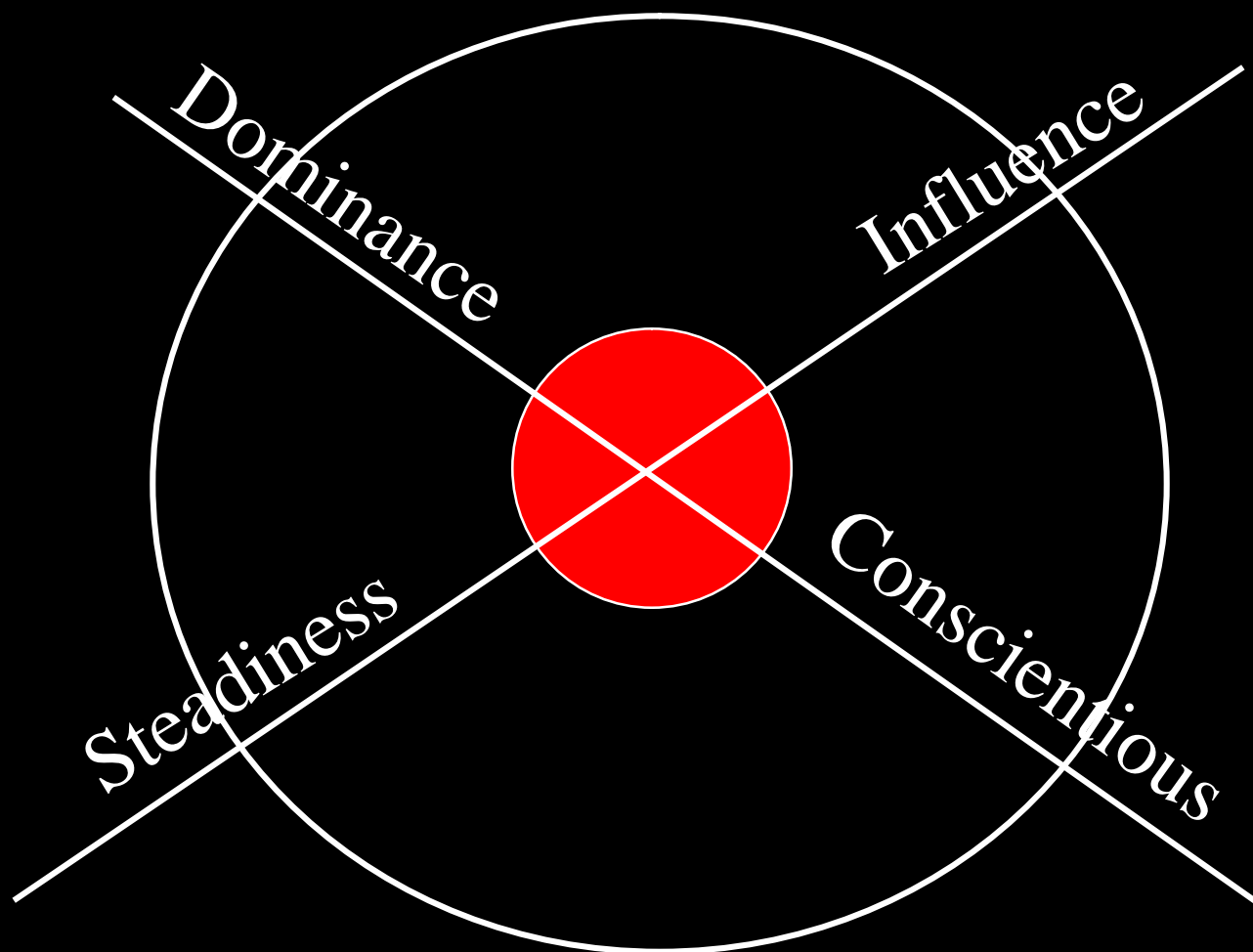
S's

C's

# The Four Behavior Dimensions



- **DOMINANCE:** Obtain Results
- **INFLUENCE:** Interacting with Others
- **STEADINESS:** Cooperating with Others
- **CONSCIENTIOUS:** Quality and Standards





# Behavioral Flexibility

# Dominance Behavioral Tendencies



- Impatience
- High ego strength - High in self-confidence
- Desire Change
  - Can make decisions on very few facts
- FEAR: Being taken advantage of
- MOTIVATED BY- Needing direct answers

# Influencing Behavioral Tendencies



- Emotional
- People oriented - Persuasive
  - Often have great ideas
- Disorganized
- FEAR: Loss of social approval
- MOTIVATED BY- Optimism
  - Make decisions on whether it sounds good



- Loyal - Team person - Good Listener - Patient
- Family oriented
- Possessive
- FEAR: Loss of security
- MOTIVATED BY- Changing slowly
  - Base decisions on trust in you

# Conscientiousness Behavioral Tendencies



- Perfectionist
- Sensitive and Intuitive
- Accurate - Base decisions on info - pros & cons
- FEAR: Criticism of the job
- MOTIVATED BY- Receiving many explanations



- **D's** base decisions on very few facts
- **I's** base decisions on whether it sounds good
- **S's** base decisions on their trust in you
- **C's** base decisions on information
  - pros & cons

# PEOPLE COMPATIBILITY & WORK BEHAVIORAL CHARACTERISTICS

	Excellent		Good		Fair		Poor	
Styles	1	2	3	4	5	6	7	8
D - D				X	✓			
D - I					✓			
D - S		✓				X		
D - C					✓			X
I - I	X						✓	
I - S	✓				X			
I - C			✓					X
S - S	X		✓					
S - C		X	✓					
C - C		X	✓					

X = Human Relations

✓ = Work Tasks



Mutual Trust  
Mutual Respect  
Adaptability



# Opposites



- ***D - S***

- ***S - D***

- ***I - C***

- ***C - I***

To \_\_\_\_\_

Date \_\_\_\_\_ Time \_\_\_\_\_

## TRY & LOSE THIS ONE!

M \_\_\_\_\_

of \_\_\_\_\_

Phone \_\_\_\_\_

Area Code

Number

Extension

TELEPHONED		MUST CALL BY 5 P.M.	
WILL CALL AGAIN & AGAIN		CALLED FROM JAIL	
INCREDIBLY URGENT		CALLING LAWYER NEXT	
INDECENT PROPOSAL TO MAKE		WHERE'S THE CHECK?	
WON'T TRY TO SELL YOU ANYTHING			

Message \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Operator



Board room  
Send all \$ to Fundella  
+ let fundella send  
\$ to LGE &

Then we can  
let it be  
done

Stimulating  
don't need them like to  
rest of you do  
I have more important  
things to do

Write article Staff Meeting Newsletter

sell abn Dept  
sell Practice

Keep open on  
curiosity - k  
open ended.

"Pre check + Post check"

July 19 Board - 8 Greeley - 9:00 - 5:00  
15-18 Gathering  
16-13 Ready for session  
14 Re-orientation

heart co  
no sole  
plus  
balm  
market

All faculty should come for entire gathering +  
express gratitude

limited  
time

13-14 Paul & Gail

Encourage faculty to Cup to date on Review Packet  
New faculty reg

Rules of  
the game  
to go  
Stimulating  
Repetitive  
+ k

for L. H. Gail & Gail & Paul & Gail

New L. H. Gail & Gail & Paul & Gail

2 Nov 10 #17  
#18



The Board is very supportive of the faculty members getting together before the Gathering for training and interaction: I STILL NEED SOMEONE TO HELP SET UP THE DETAILS OF THIS FACULTY TRAINING. Please contact me right away if you are willing to help.

Here is the schedule for the Gathering:

July 13-14:	Faculty In-House Training
July 14:	Practicum Update (taught by Paul and Gail)
July 15-18:	Gathering
July 19:	Board of Directors meeting

(July 14....evening....Board of Directors would like to meet with faculty)

ISSUES TO BE DISCUSSED AT FACULTY IN-HOUSE TRAINING.....

1. Paul would like to do special updating for Faculty on July 13
2. Sponsors: It would be best to have only repeaters sponsor a class. The repeaters know best how to market the class and how to explain it to others
3. It has been suggested that we dispense with co-teaching.
4. Each faculty member would then be responsible for setting up and running their own classes, unless a faculty member is in training or in suspension from teaching alone)
5. The seniority system would then not apply.
6. We need to all commit to the SAME sponsor percentage payment. It looks bad for one faculty member to pay sponsors more than the others. COME WITH SUGGESTIONS OF WHAT YOU FEEL IS MORE APPROPRIATE.
7. We need to decide on an efficient system of dealing with criticism of faculty and staff.
8. It has been suggested to change the In-Depth to a 5 day/\$600 course.
9. The Practicum and In-Depth could be advertised and taught at an eight-day workshop for \$995.
10. Based on general feedback, THE FACULTY (as a whole) would benefit from polishing our public relations. (see next page)

**I STILL NEED SOMEONE TO  
HELP SET UP THE DETAILS  
OF THIS FACULTY TRAINING**



JERRY  
TEPLITZ  
ENTERPRISES, INC.

Sherry,  
Jerry asked me to give  
this to you and have you hold  
onto it until he gets back.  
Dot

219 53rd Street • Virginia Beach, VA 23451

Sherry,

Please hold onto  
this for Jerry unt. he  
gets back.

Dot

# An International Conference That Fits Your Business Style

- **High D's**
  - Its encourages accomplishment
- **High I's**
  - It provides an opportunity to network with peers
- **High S's**
  - It's the same event you attend year after year
- **High C's**
  - It allows you to critique your performance against peers





## Behavioral Tendency Continuum

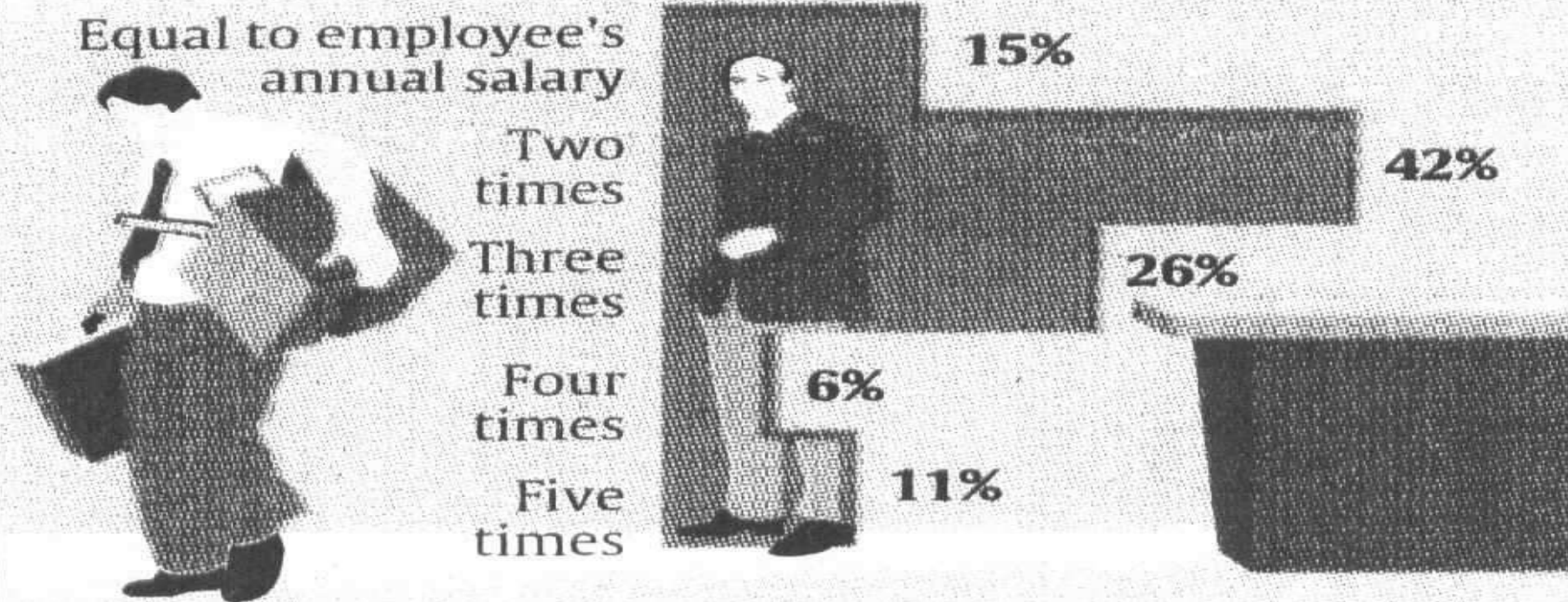
Symbol	Personal Profile	Completed By
A	TEPLITZ, JERRY	JERRY TEPLITZ
B	LATOS, PHIL	PHIL LATOS
C	JOHNSON, ED	ED JOHNSON
D	GIORGIO, ROBERT	ROBERT GIORGIO

	0	50	100
ACCEPTS - <i>open, receives willingly</i>		B C	D A
ADHERES - <i>sticks to the rules</i>		C D A	B
ADVOCATES - <i>promotes, urges action</i>	A B		D C

# USA TODAY Snapshots®

## High cost of a bad hire

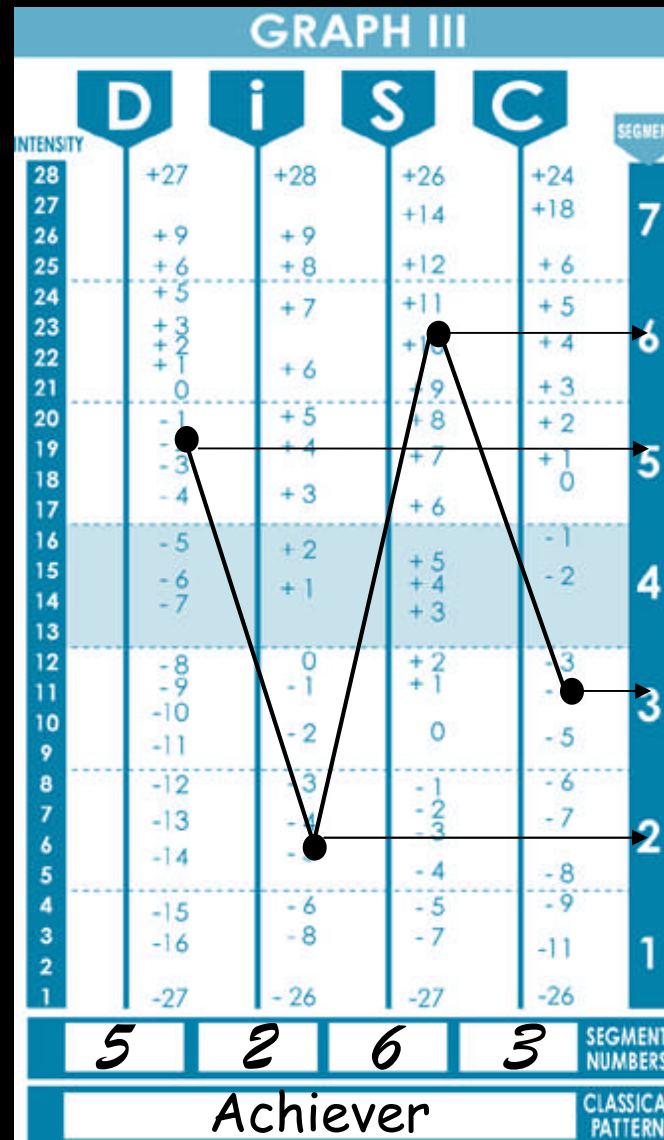
How much does it cost to replace an employee who doesn't work out, including recruitment, training, severance and lost productivity?



Source: Right Management survey of 444 human-resource professionals. Margin of error  $\pm 5$  percentage points.

By Jae Yang and Robert W. Ahrens, USA TODAY

# Graph III

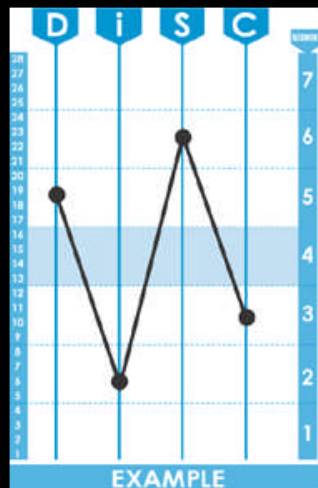




# Achiever Pattern



## Achiever Pattern



**Emotions:** is industrious and diligent; displays frustration

**Goal:** personal accomplishments, sometimes at the expense of the group's goal

**Judges others by:** ability to achieve concrete results

**Influences others by:** accountability for own work

**Value to the organization:** sets and completes key result areas for self

**Overuses:** self-reliance; absorption in the task

**Under pressure:** becomes frustrated and impatient; becomes more of a "do-er" and less of a "delegator"

**Fears:** others with competing or inferior work standards affecting results

**Would increase effectiveness through:** less "either-or" thinking; clearer task priorities; consideration of optional approaches; willingness to compromise short-term for long-range benefits

The motivation of Achievers is largely internal and flows from deeply felt personal goals. Their commitment to their own goals prevents them from automatically accepting the group's goals. Achievers need to see how they can blend their personal goals with the organization's goals. By retaining control over the direction of their lives, Achievers develop a strong sense of accountability.

Achievers demonstrate a keen interest in their work and an intense, continual pursuit of accomplishment. They have a high opinion of their work and may hesitate to delegate tasks when under pressure. Instead, they take on the work themselves to ensure that things are done right. When they delegate, they have a tendency to take back the task if it does not go according to their expectations. Their guiding premise is, "If I succeed, I want the credit; if I fail, I will take the blame."

An Achiever should communicate more with others to expand their thinking beyond either "I have to do it myself" or "I want all the credit." They may need help in finding new approaches for achieving their desired results. Achievers function at peak efficiency, and they expect recognition equal to their contribution — high wages in for-profit organizations and leadership positions in other groups.

# Reactions to Others



**Judging**



**Understanding**



**Respecting**



**Appreciating**



**Valuing**

# Rules About Others



Different  $\neq$  Wrong  
Different = Different



There is richness in diversity!

- Watch Your Thoughts
  - They become your words
- Watch Your Words
  - They become your actions
- Watch Your Actions
  - They become your habits
- Watch Your Habits
  - They become your character
- Watch Your Character
  - It becomes you!

# Fears



60% Fears unwarranted

20% Fears already past

10% Petty - Doesn't make difference

10% Real Fears

- 1-4% Real + Justified +

- Can't do anything about it

- 2% Can solve easily by action

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F  
E  
A  
R

**F** False

**E**

**A**

**R**

**F** False

**E** Evidence

**A**

**R**

**F** False

**E** Evidence

**A** Appearing

**R** Real

- **HOSTILITY**
- **FRUSTRATION**
- **ANGER**
- **DISAPPOINTMENT**
- **DEPRESSION**

**INTRA**  
(me/me)

**PERSONAL**

**CONFLICTS**

**INTER-PERSONAL**  
(you/me)

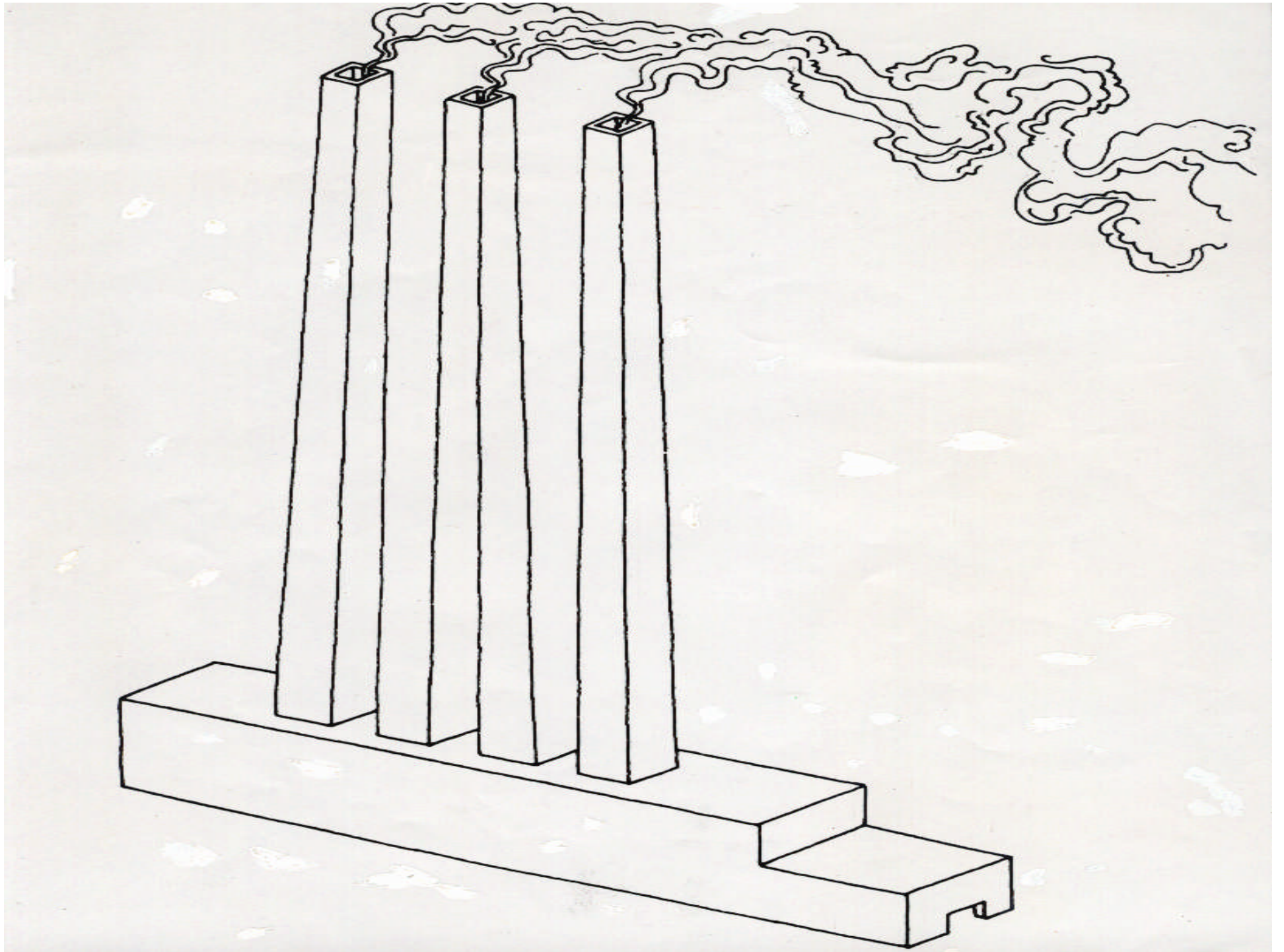
**PERSONAL/FUNCTIONAL**  
(me/work)

**ENERGY  
DRAINERS**

# BK

# Behavioral Kinesiology

# Paradigm Shift





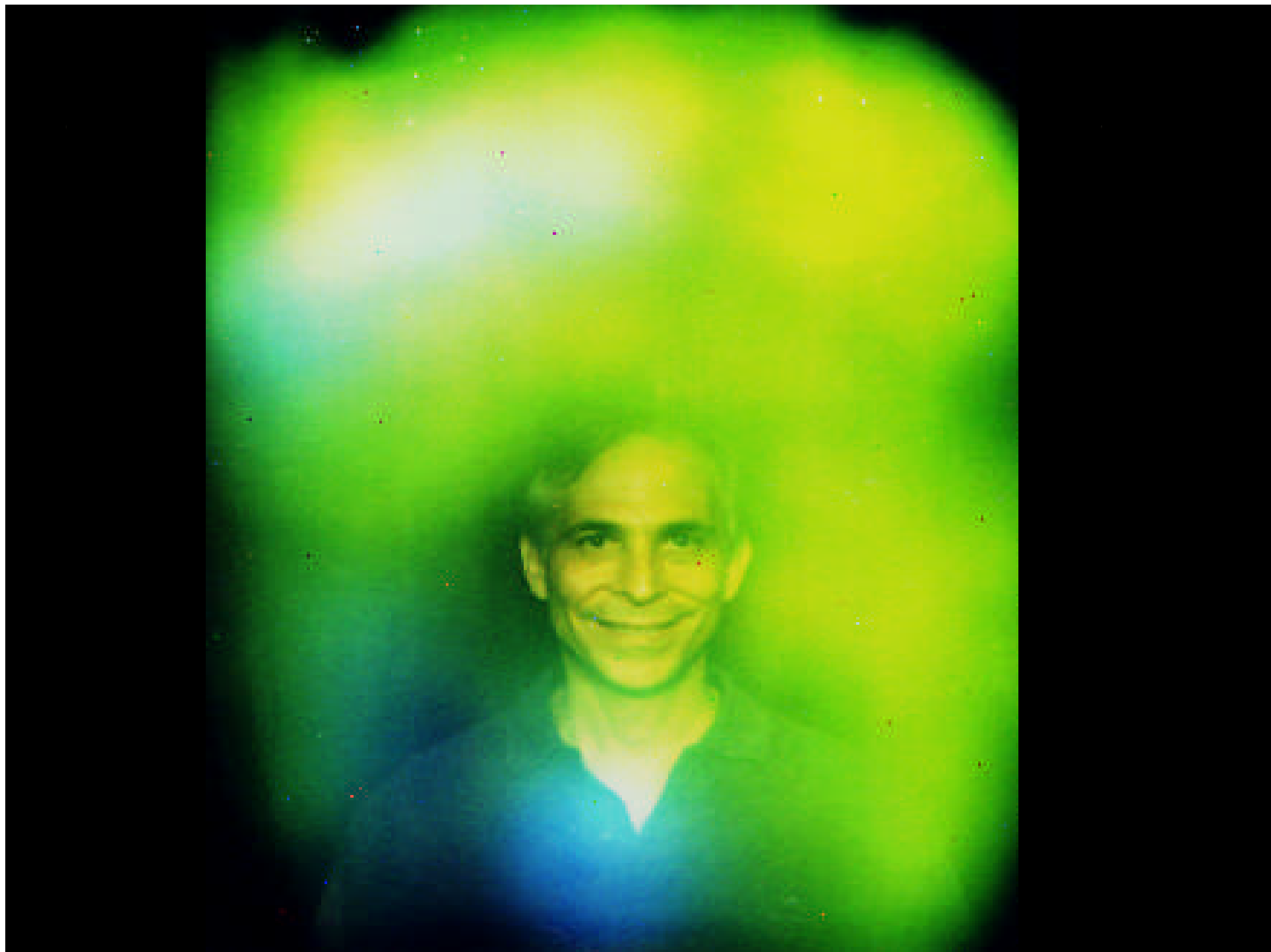
# Meridian Lines

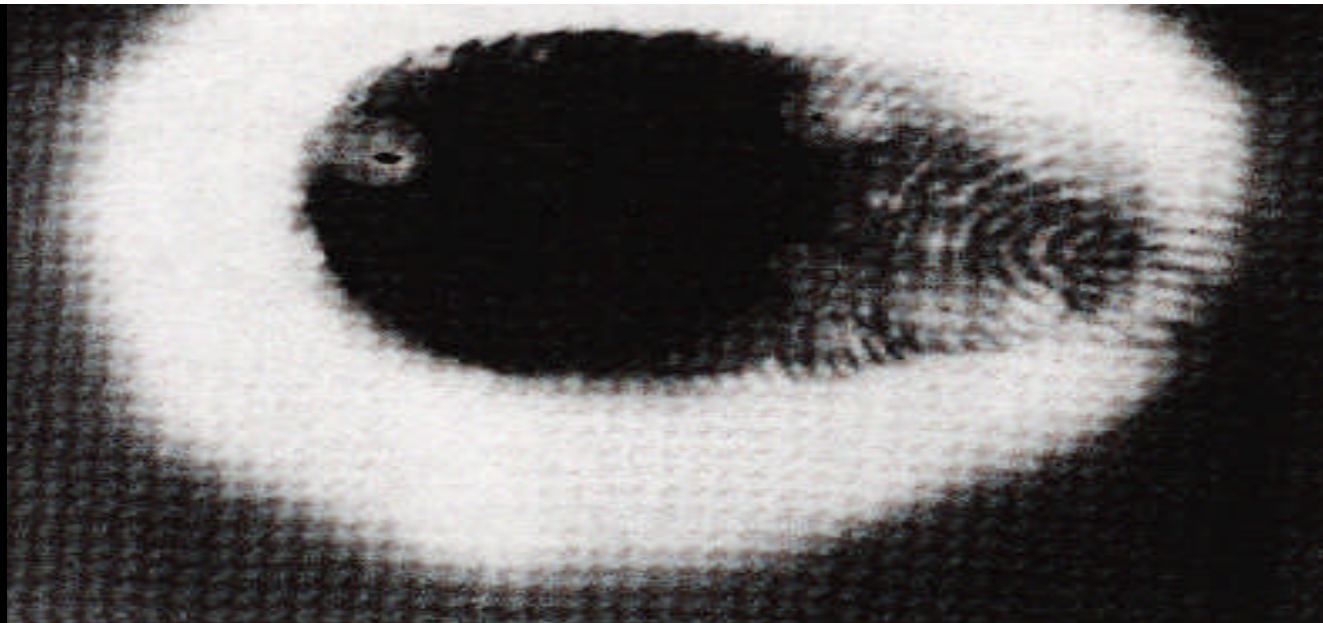
- Stomach
- Spleen

# Electrical Power In A Cell

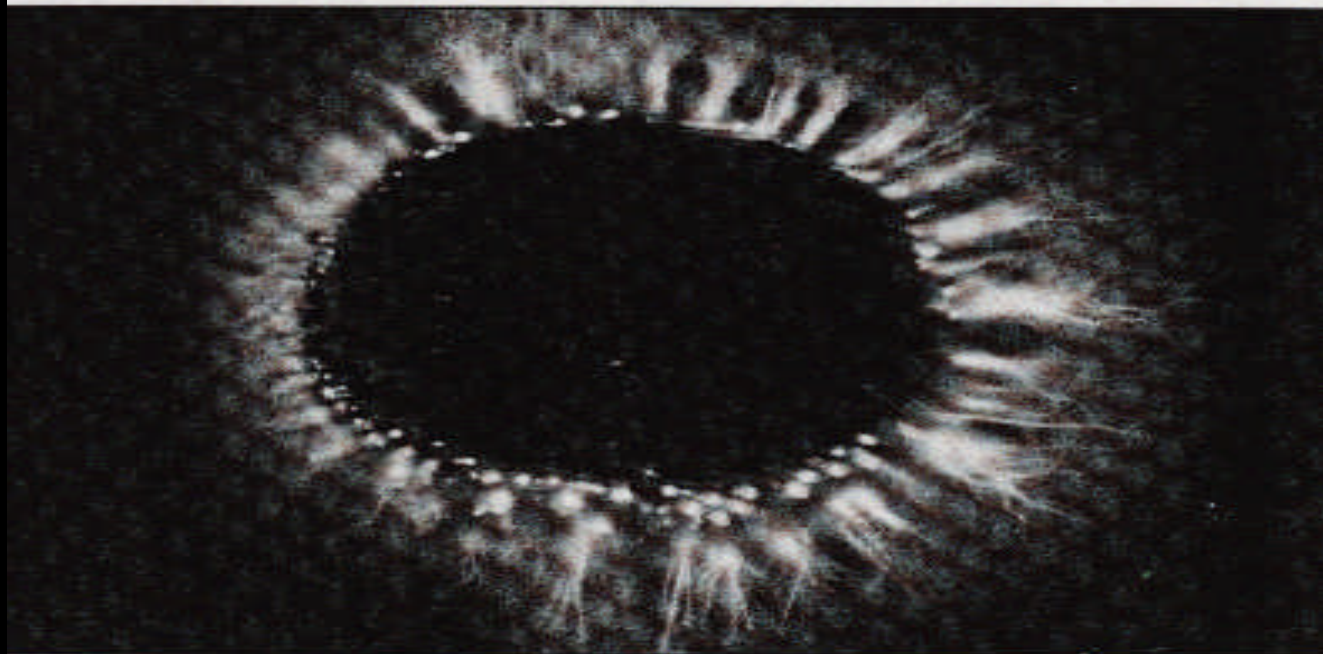


- University of Michigan Biophysical Chemist Raoul Kopelman
  - Place Voltmeter Inside Cell
- Cells Contain Electric Field Strong Enough To Cause A Bolt Of Lightning





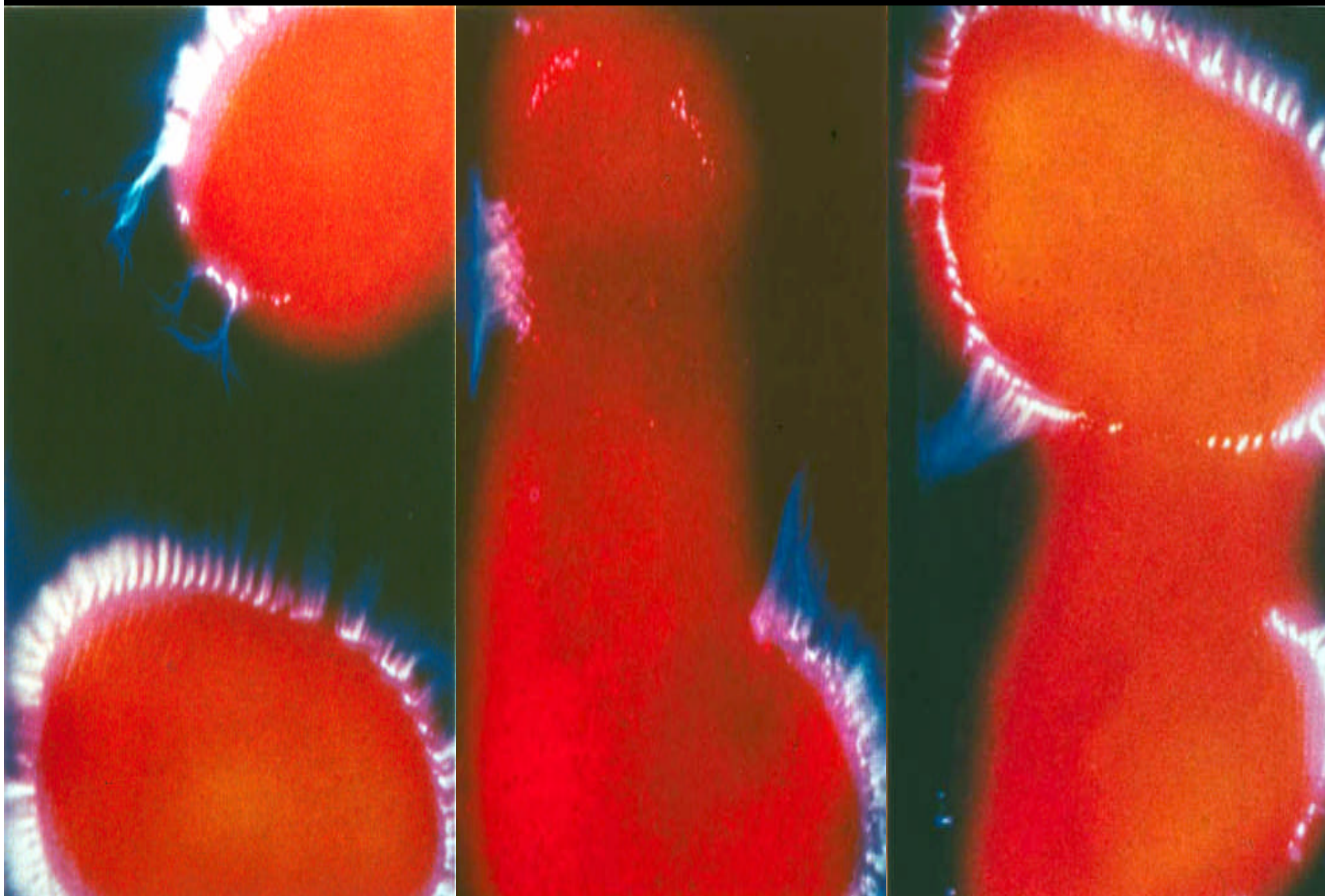
*Kirlian photo of a fingertip of a person while having loving thoughts.*



*Kirlian photo of a fingertip of a person while having angry thoughts.*







# Thymus Gland

Second button down,  
An inch or two below the hollow

# Muscle Checking History



1912 - Dr Robert Lovett - Harvard Medical School

1922 - Dr Charles Lowman - Orthopedic Surgeon

1936 - Henry and Florence Kendall – Physical Therapists



# MUSCLES

## TESTING AND FUNCTION

*Fourth Edition*  
with POSTURE and PAIN

---

FLORENCE PETERSON KENDALL, P.T., F.A.P.T.A.

Lecturer; Consultant to the Surgeon General, U.S. Army; Consultant to, and Former Member of, the Maryland State Board of Physical Therapy Examiners. Formerly, Physical Therapist, Children's Hospital, Baltimore, Maryland; Faculty Member, School of Medicine, Department of Physical Therapy, University of Maryland; Instructor in Body Mechanics, Johns Hopkins Hospital, School of Nursing

ELIZABETH KENDALL McCREARY, B.A.

PATRICIA GEISE PROVANCE, P.T.

Clinical Rehabilitation Specialist, Outpatient Physical Therapy Department,  
Coordinator, Multiple Sclerosis Rehabilitation Program,  
The Union Memorial Hospital, Baltimore, Maryland;  
Member, Maryland State Board of Physical Therapy Examiners

♦ ♦ ♦ ♦

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MARJORIE B. GREGERMAN / WILLIAM E. LOECHEL

Photographs by

PETER J. ANDREWS / CHARLES C. KRAUSE, Jr.



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A WAVERLY COMPANY

# Florence Kendall Qualifications



Consultant To The Surgeon General

Maryland State Board of Physical Therapy Examiners

Faculty – University of Maryland, School of Medicine

Instructor in Body Mechanics – John Hopkins Hospital

# Muscle Checking History



1960 - Dr George Goodhart - Applied Kinesiology

1980 - Dr John Diamond - Behavioral Kinesiology

1981 - Dr Paul Dennison - Educational Kinesiology



# **Brain Gym International**

## **(Formerly Educational Kinesiology Foundation)**

Moving From Learning Disabilities  
To Olympic Performance Levels

Call - 800 356-2109

[www.BrainGym.org](http://www.BrainGym.org)

# Perceptual and Motor Skills - 1999

Volunteers said truthful statement

Their name

Volunteers said a false statement

Not their name

# Perceptual and Motor Skills - 1999

## Sophisticated Equipment Measurements

- pressure person checking applied
- resistance of person being checked

## Variables

- how long able to keep arm up
- amount of force to push arm down

# Perceptual and Motor Skills - 1999

## RESULTS

False Statements

Pushed Arm Down

58.9% faster

Amount of Force

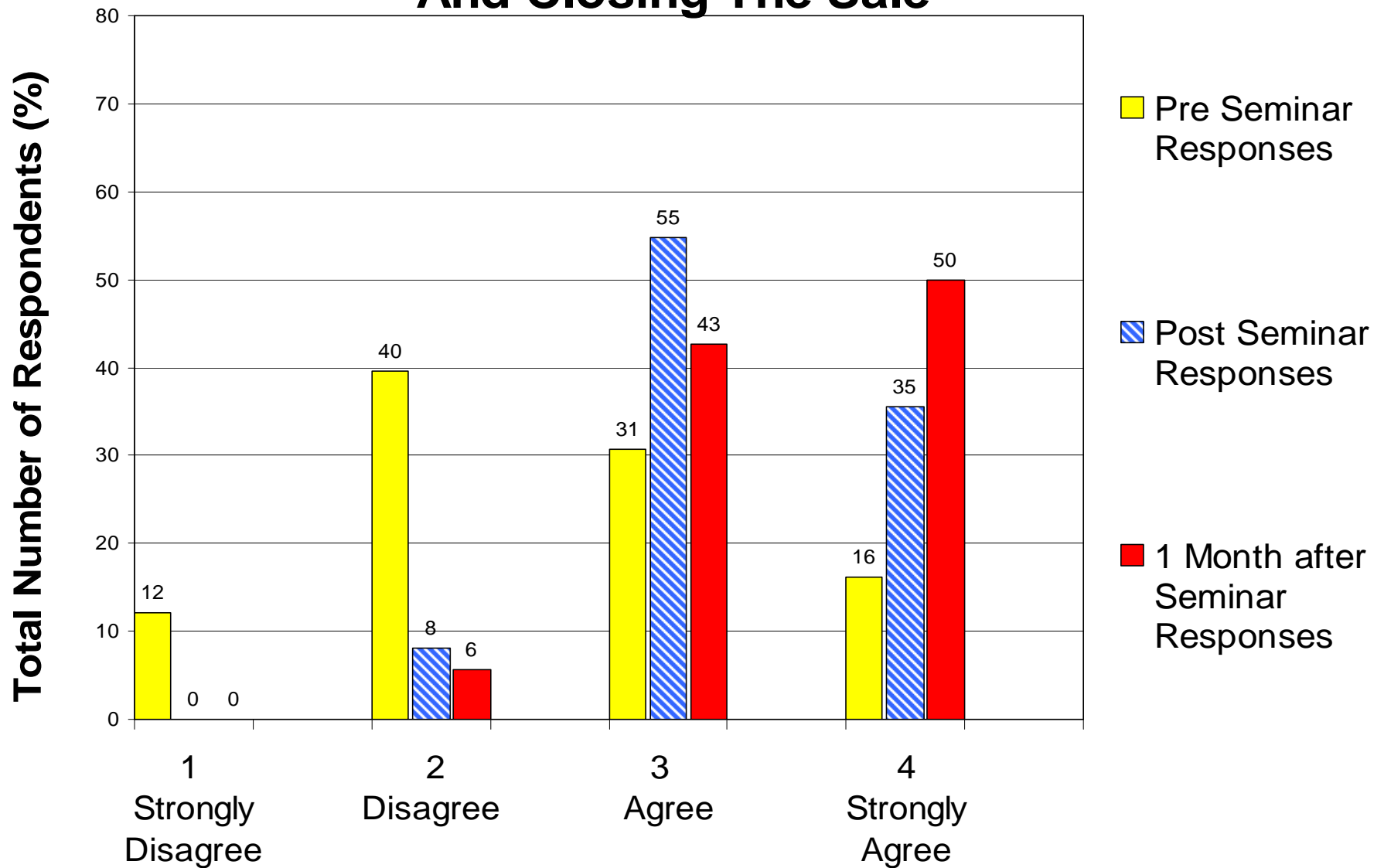
Used 17.2% less pressure

# Switched-On Selling



COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

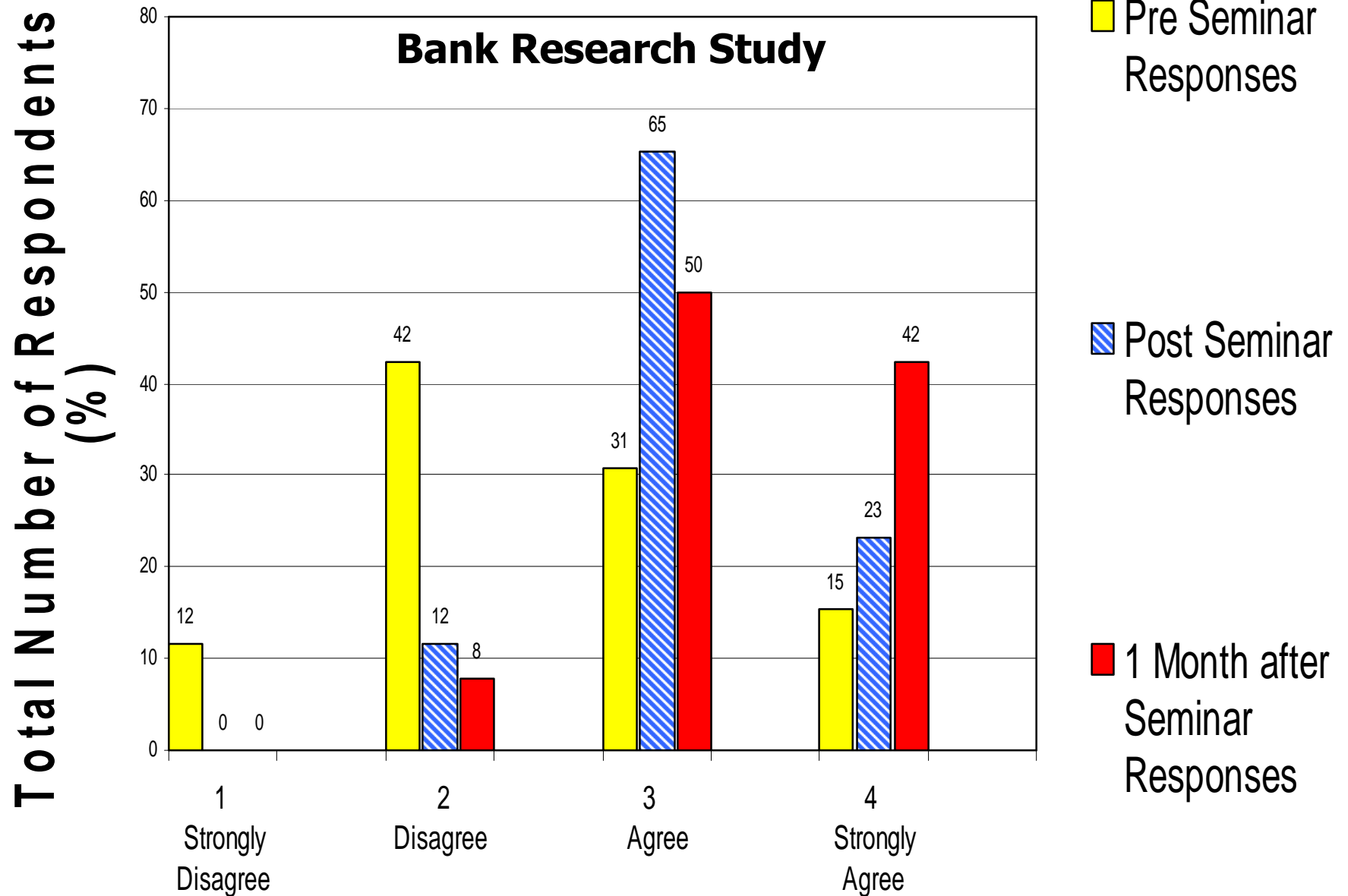
## I Am Comfortable Asking For The Order And Closing The Sale



\*Pre and Post SOS respondents limited to those who returned 1 Month Later survey

COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

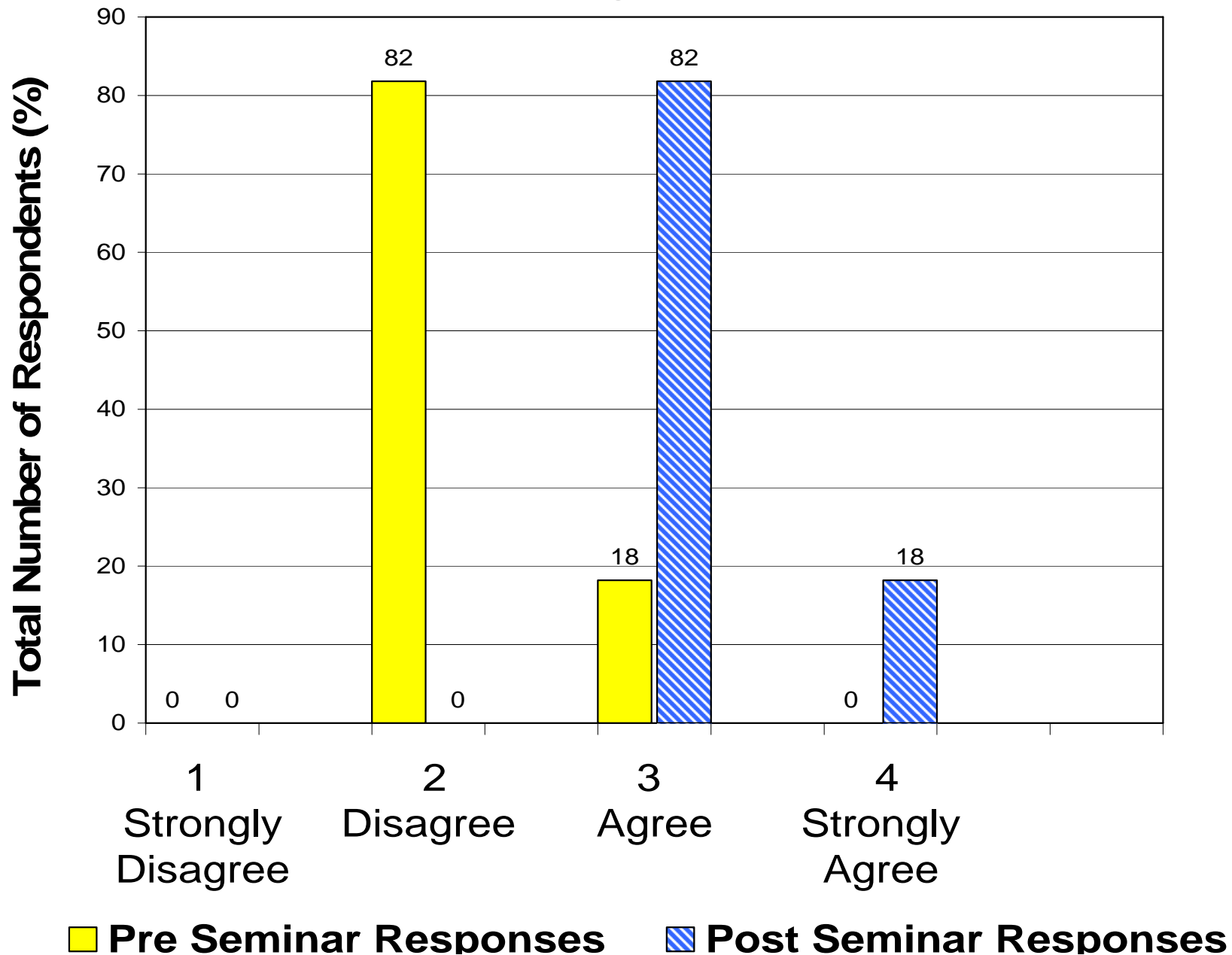
## It Is Easy For Me To Ask Clients For Referrals



\*Pre and Post SOS respondents limited to those who returned 1 Month Later survey

# Switched-On Management

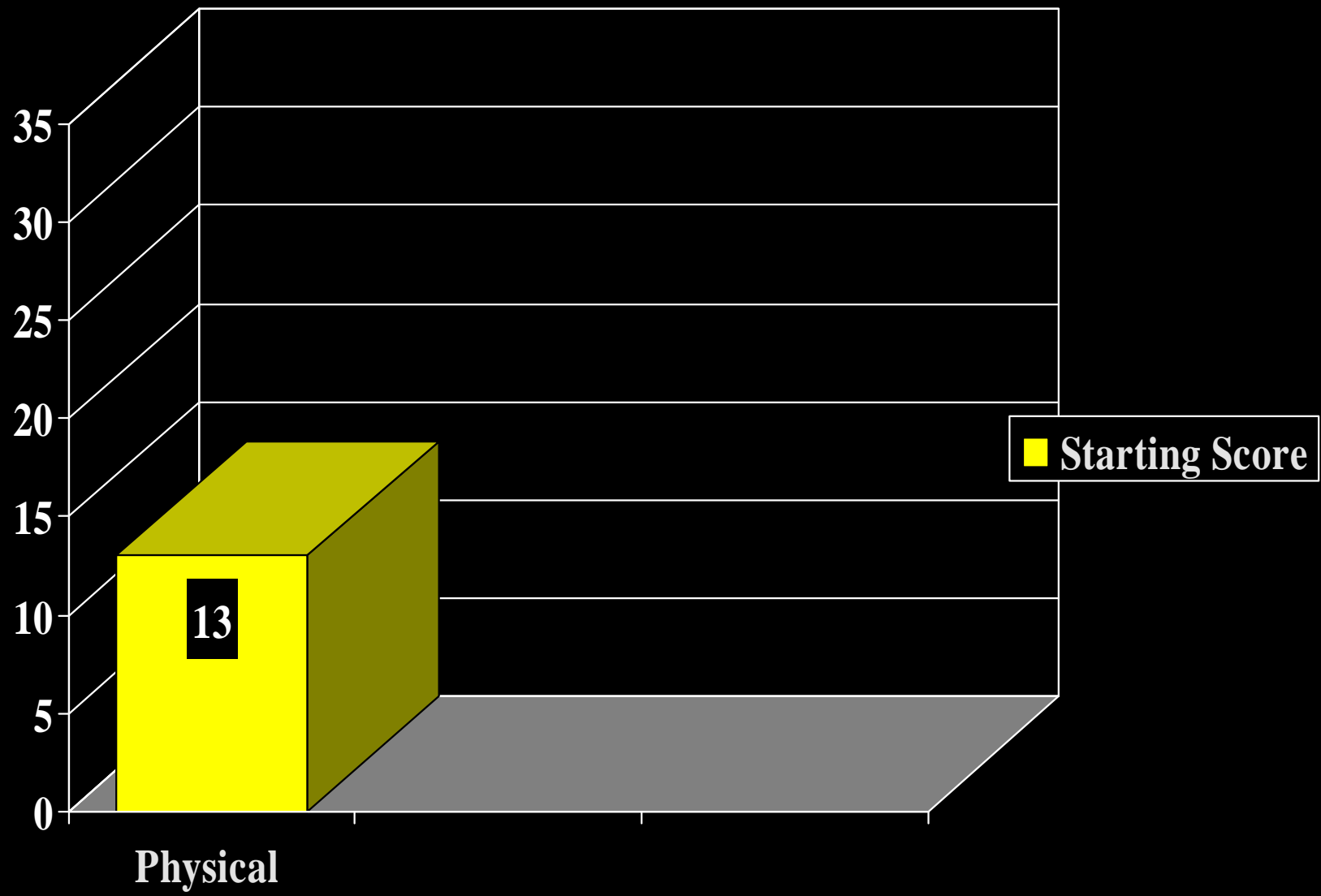
COMPARISON: PRE AND POST SEMINAR RESPONSES  
**I DISCIPLINE AND FIRE PERSONNEL WHEN  
APPROPRIATE**



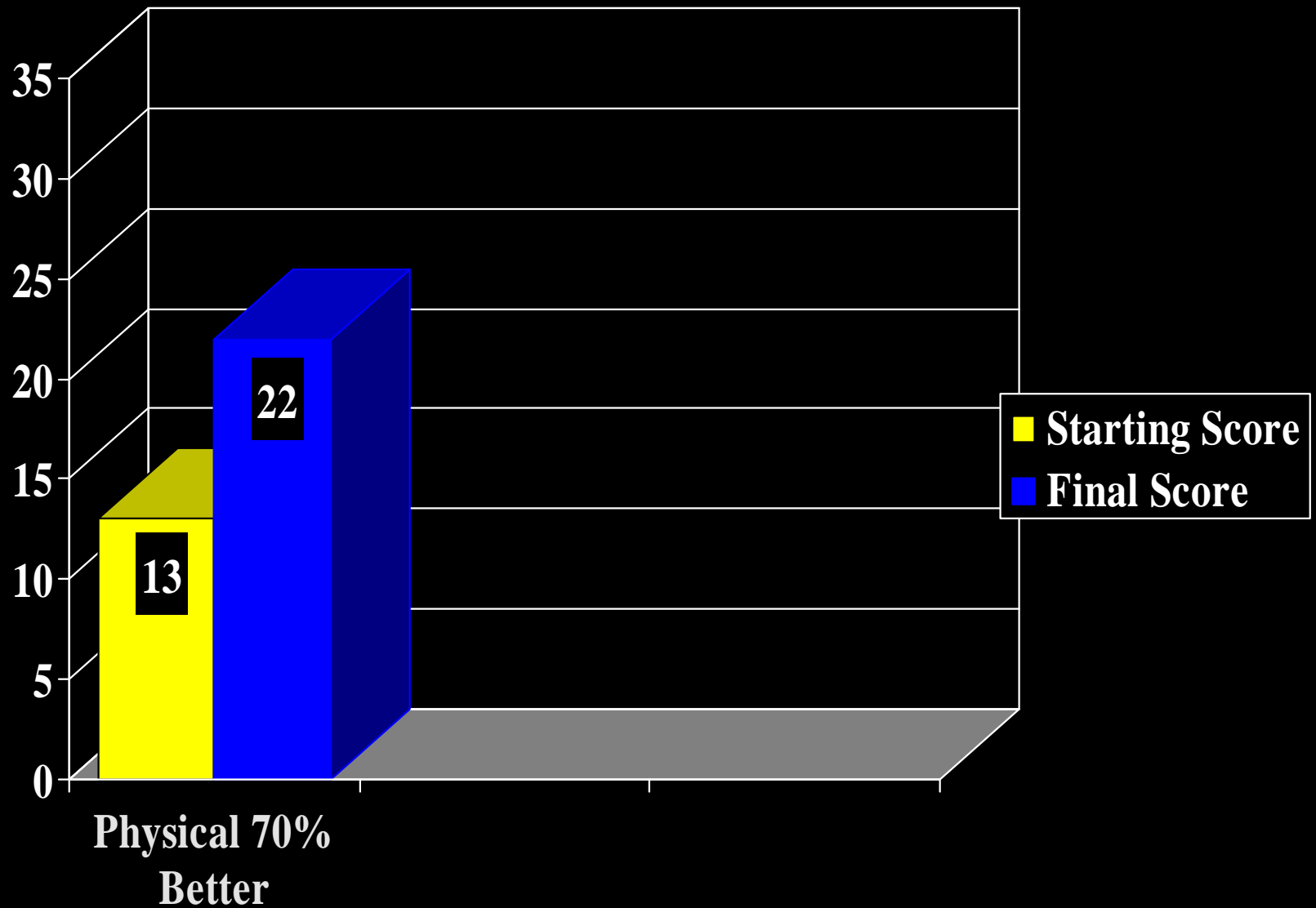
# Switched-On Management

## Switched-On Golf

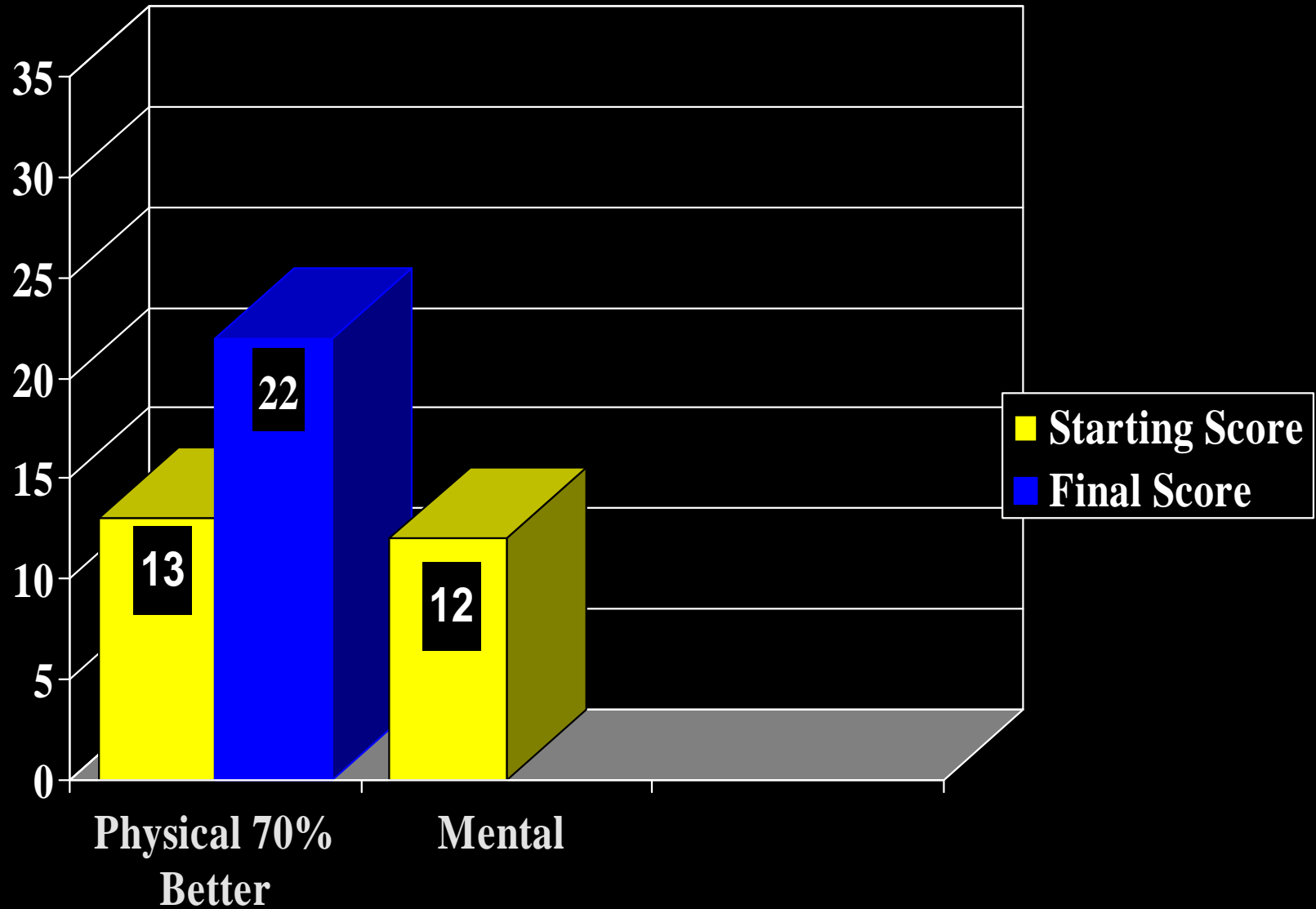
# Visualization



# Visualization

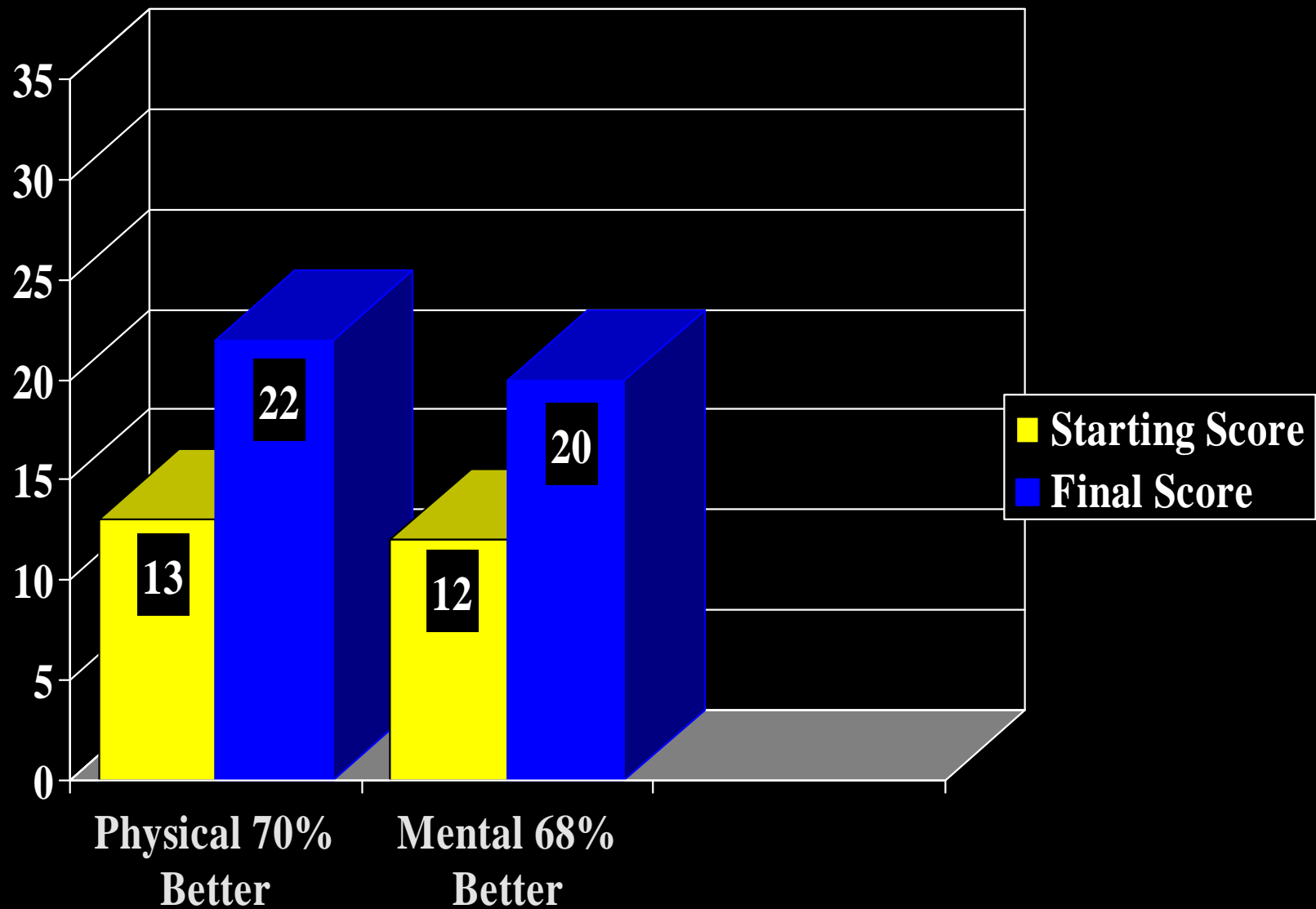


# Visualization

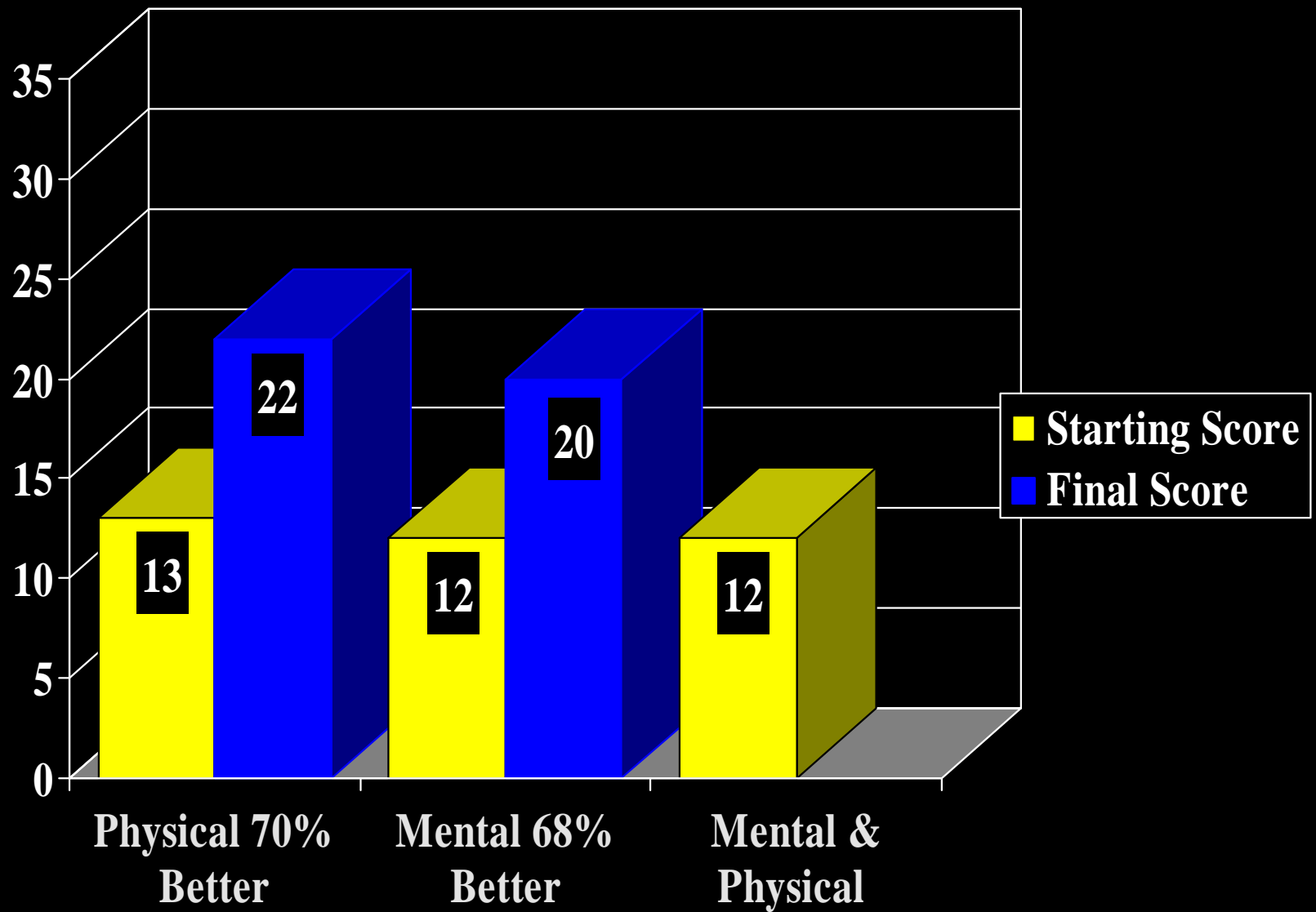




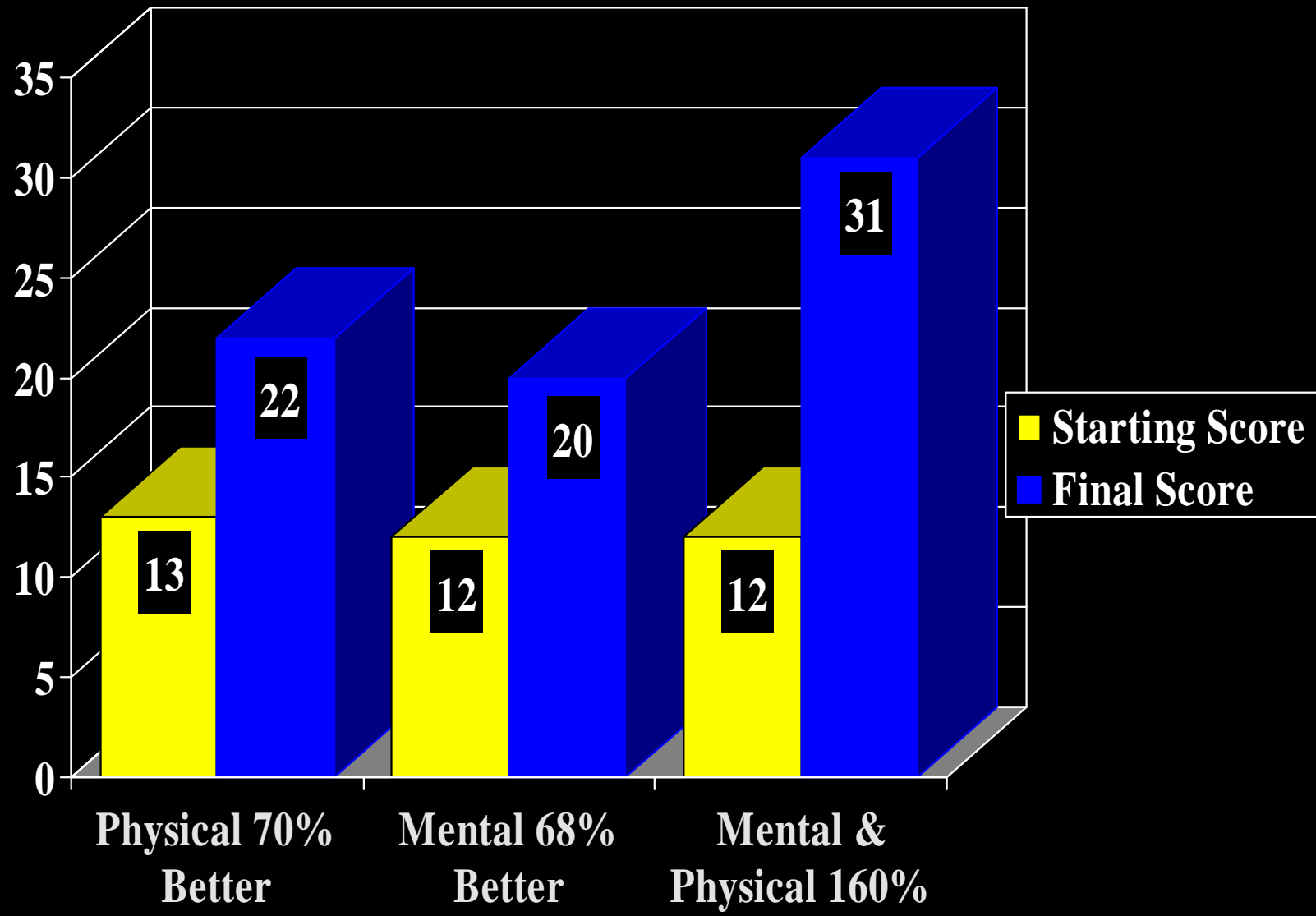
# Visualization



# Visualization



# Visualization



# AAABC Action Plan



- **Alter it**
- **Avoid it**
- **Accept it**
- **Building Our Resistance**
  - Physical**
  - Mental**
  - Social**
  - Spiritual**
- **Changing Our Perceptions**

- Dr Randolph Byrd - U of C Medical School
- 400 Coronary care patients
- Two groups - same medical care
- Double blind study
- One group prayed for by
  - **Protestant and Catholic prayer groups**
  - **Throughout the United States**

# The Prayed for Groups Results

- Less congestive heart failure
  - 5 X less need for antibiotics
    - 4 X less pneumonia
- 4 X less need to be resuscitated

# Aids Study



- 40 patients divided into 2 groups
- one group prayed for by 10 people
- 10 different religions and traditions
- prayed for 1 hour per day for 1 week



## The Results 6 Months Later

- Controls - 68 days in hospital
- Prayed for - 10 days in hospital
- Prayed for
  - less severe aids related diseases
  - less emotional stress

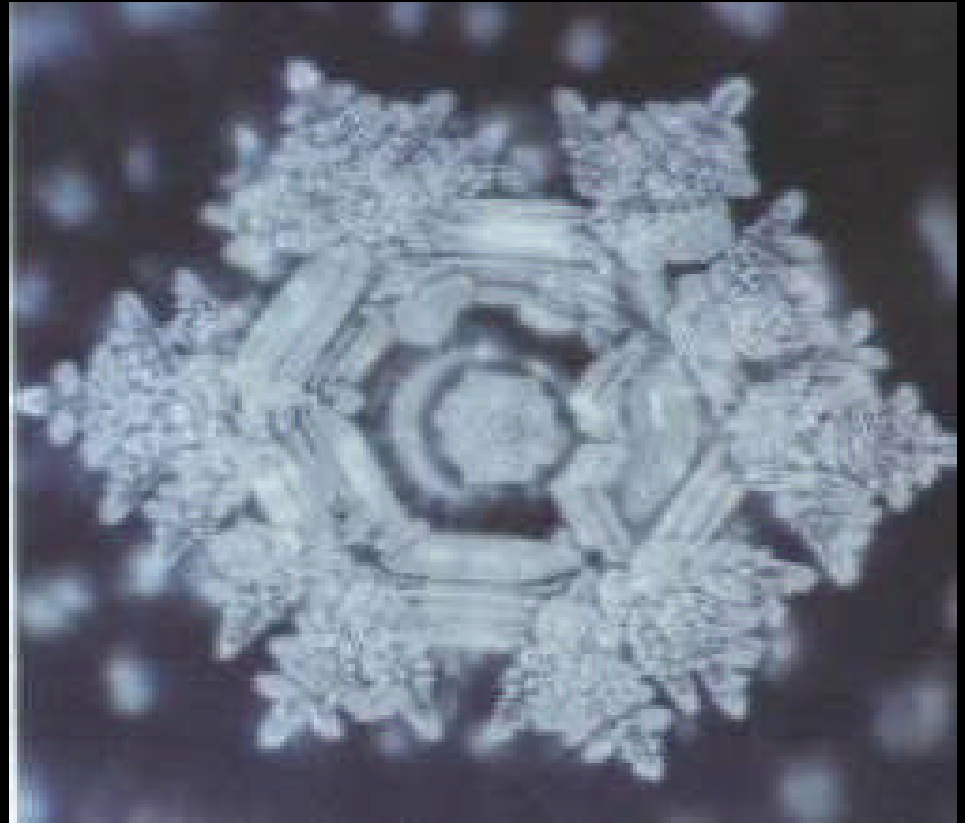


# *The Hidden Messages In Water* by Masaru Emoto

- Japanese scientist
- Crystals formed in frozen water
- Crystals changed with thoughts
  - Impact of music
  - Impact of pollution



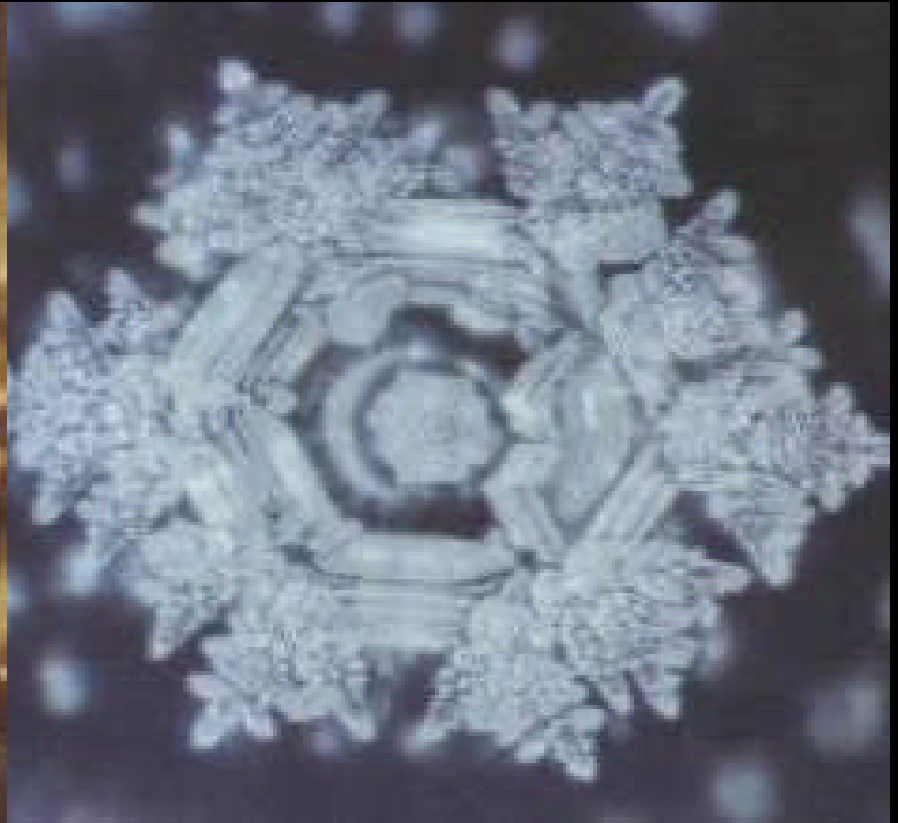
Lake Water



Lake Water After Prayer



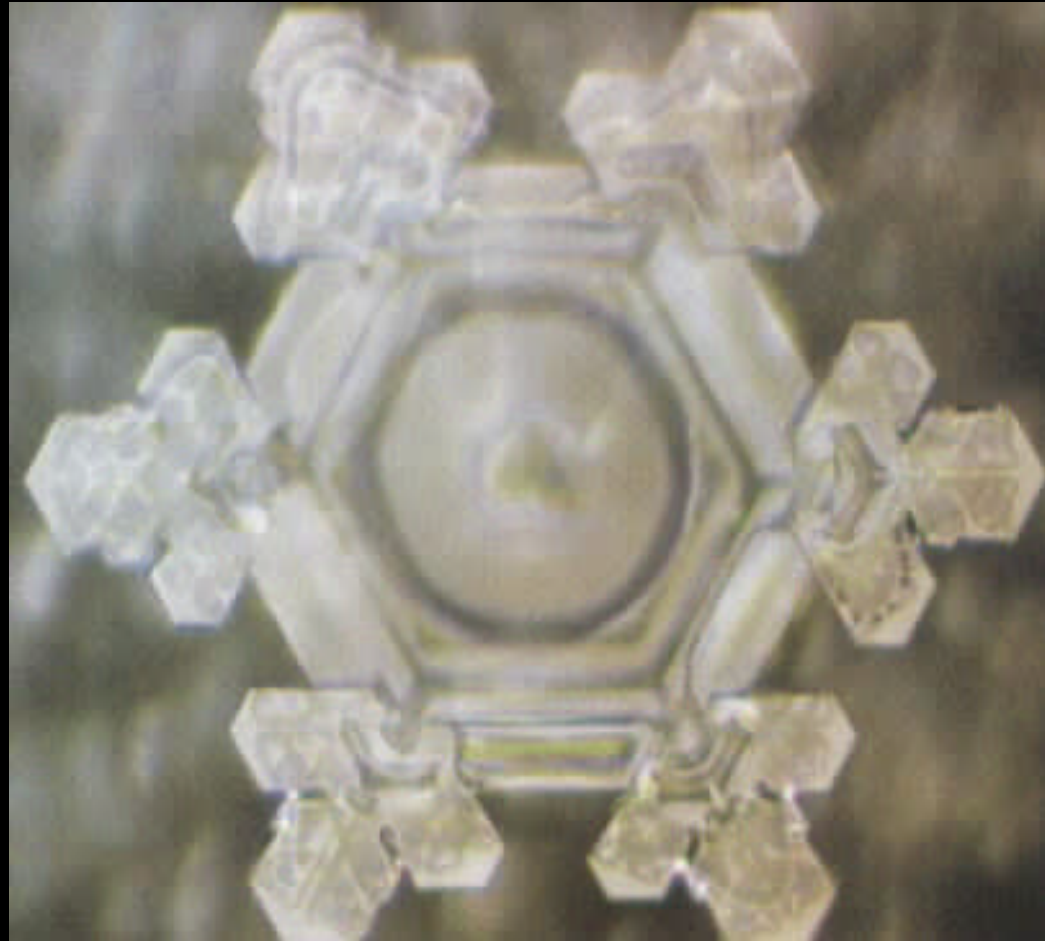
Lake Water Before Prayer



Lake Water After Prayer



The Words – You Fool



Thank You



Love and Gratitude



The Words – You're Cute





Children Said “You Are Beautiful” Several Times



Children Said “You Are Beautiful” Many Times

**You Are Beautiful**



**Several Times**



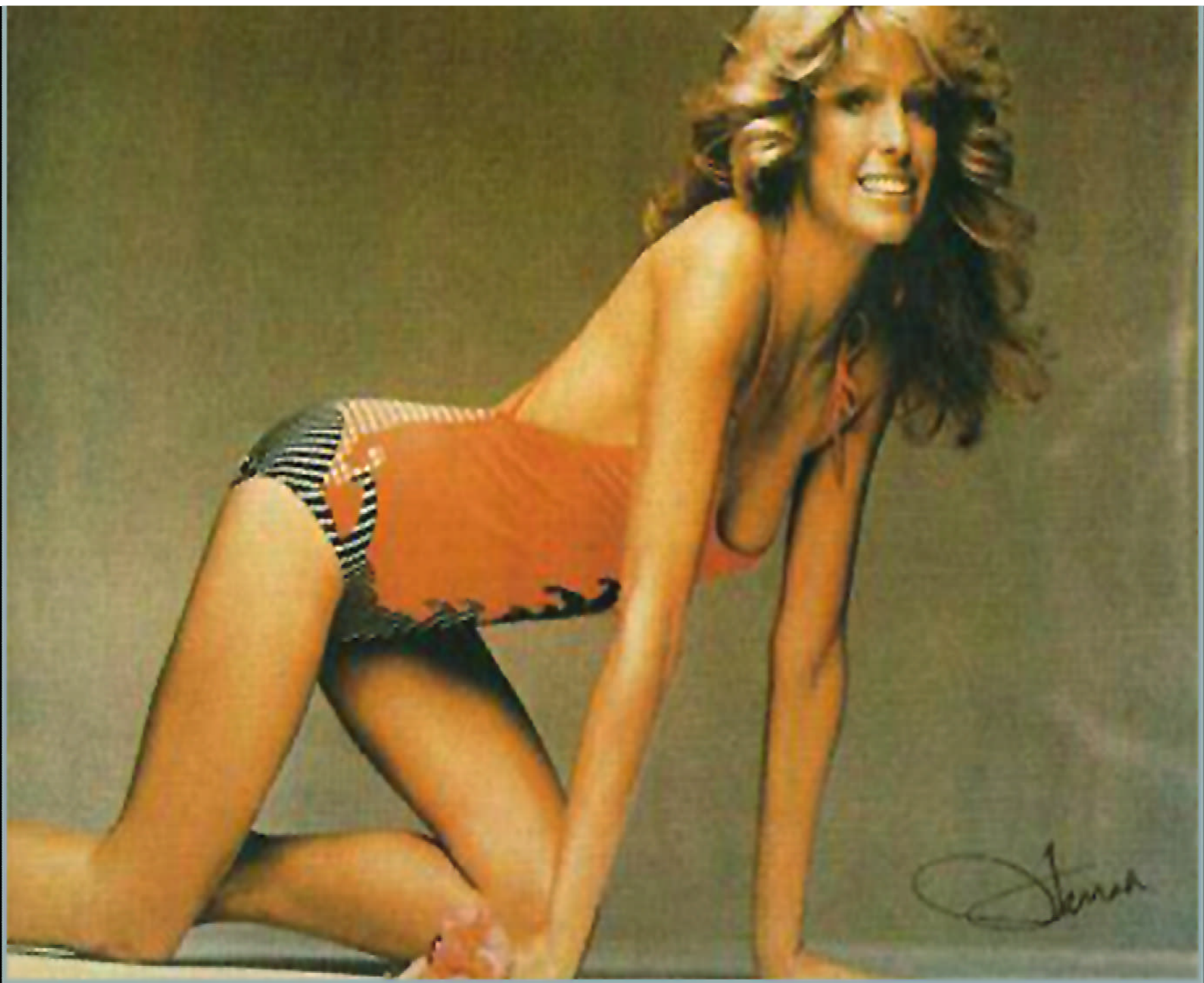
**Many Times**













CAN ANYONE SAVE BASEBALL?

By Robert Lipsyte

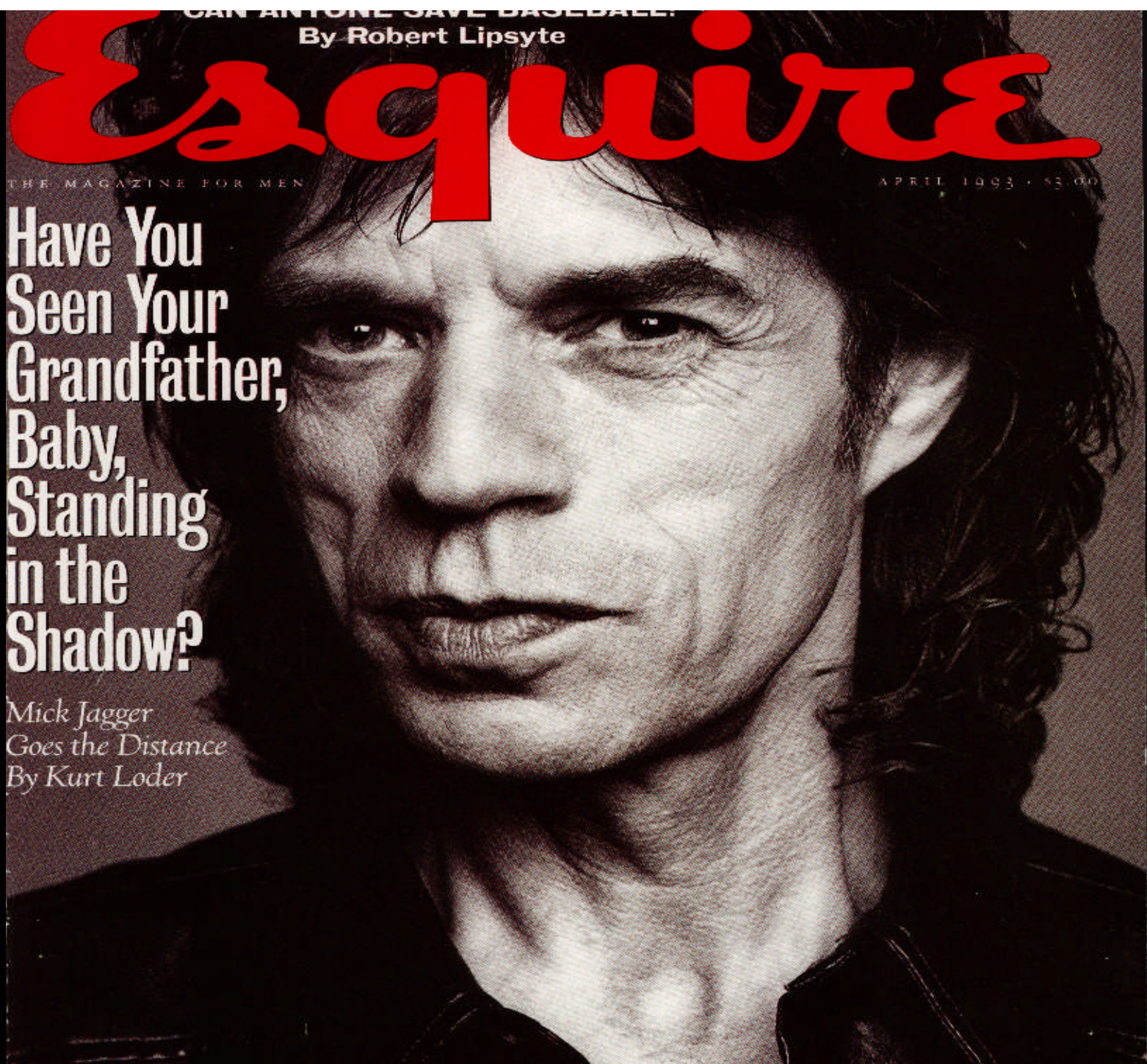
# Esquire

THE MAGAZINE FOR MEN

APRIL 1993 • \$3.00

Have You  
Seen Your  
Grandfather,  
Baby,  
Standing  
in the  
Shadow?

Mick Jagger  
Goes the Distance  
By Kurt Loder





# Learning 2001

Volume 3, Number 1

Spring, 1992

*Carlson Learning Company Journal*

# Learning 2001

Volume 1, Number 1

First Edition

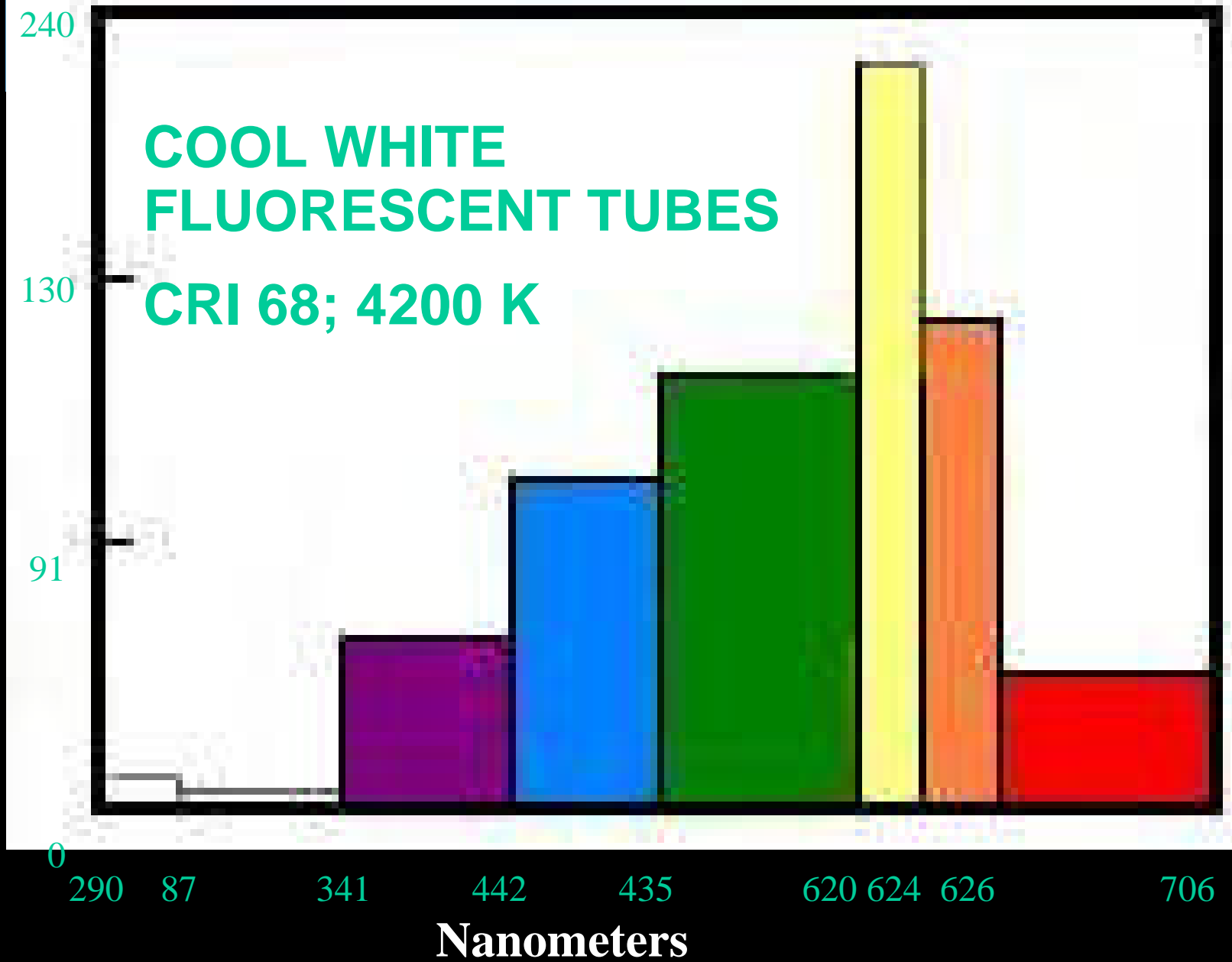
*Carlson Learning Company Journal*



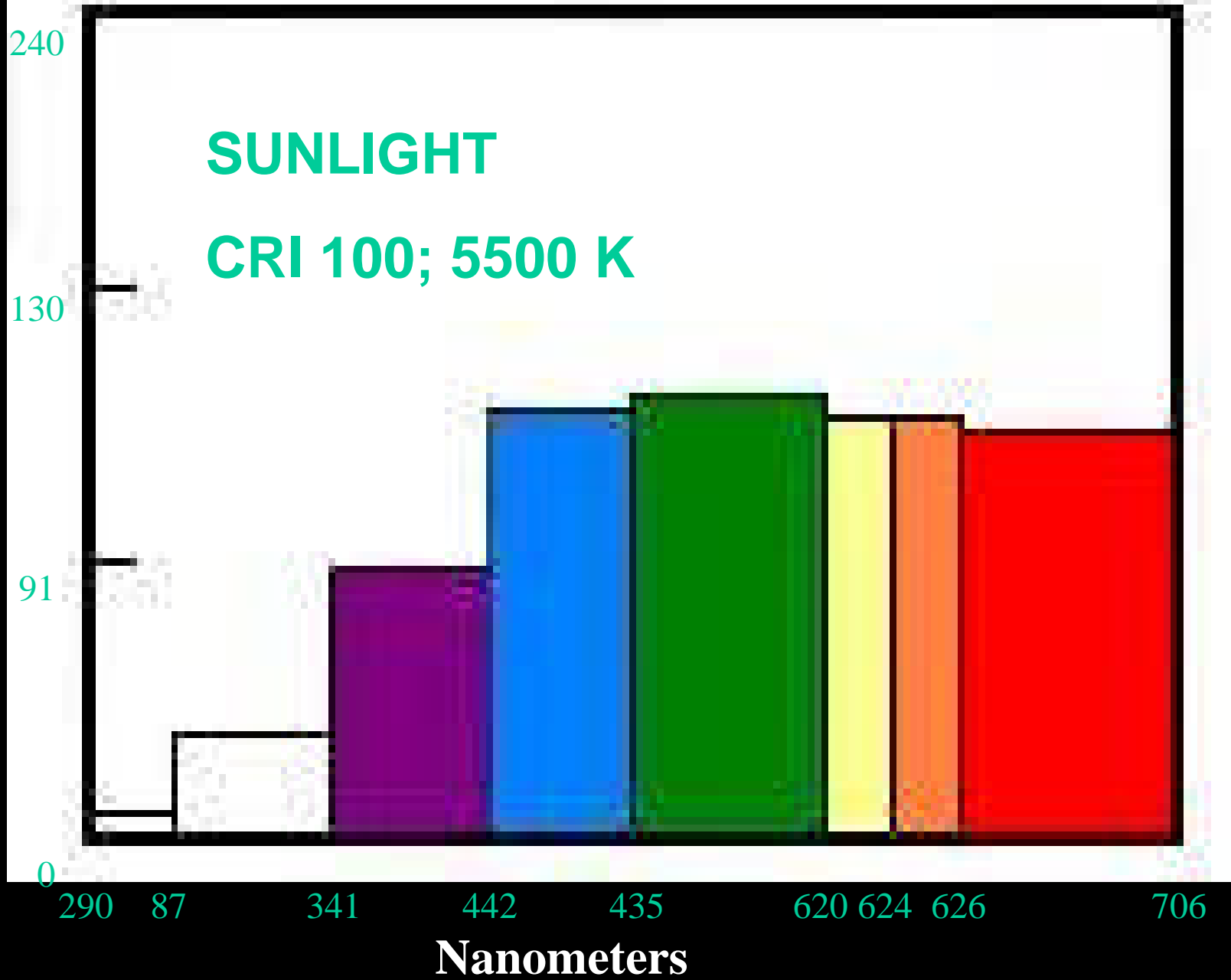
# Full Spectrum Fluorescent Lighting

Star Industries  
11350 Brookpark Road  
Cleveland, OH 44130  
(800) EXCELLA

**Average Microwatts  
per 10 nanometers per Lumen**

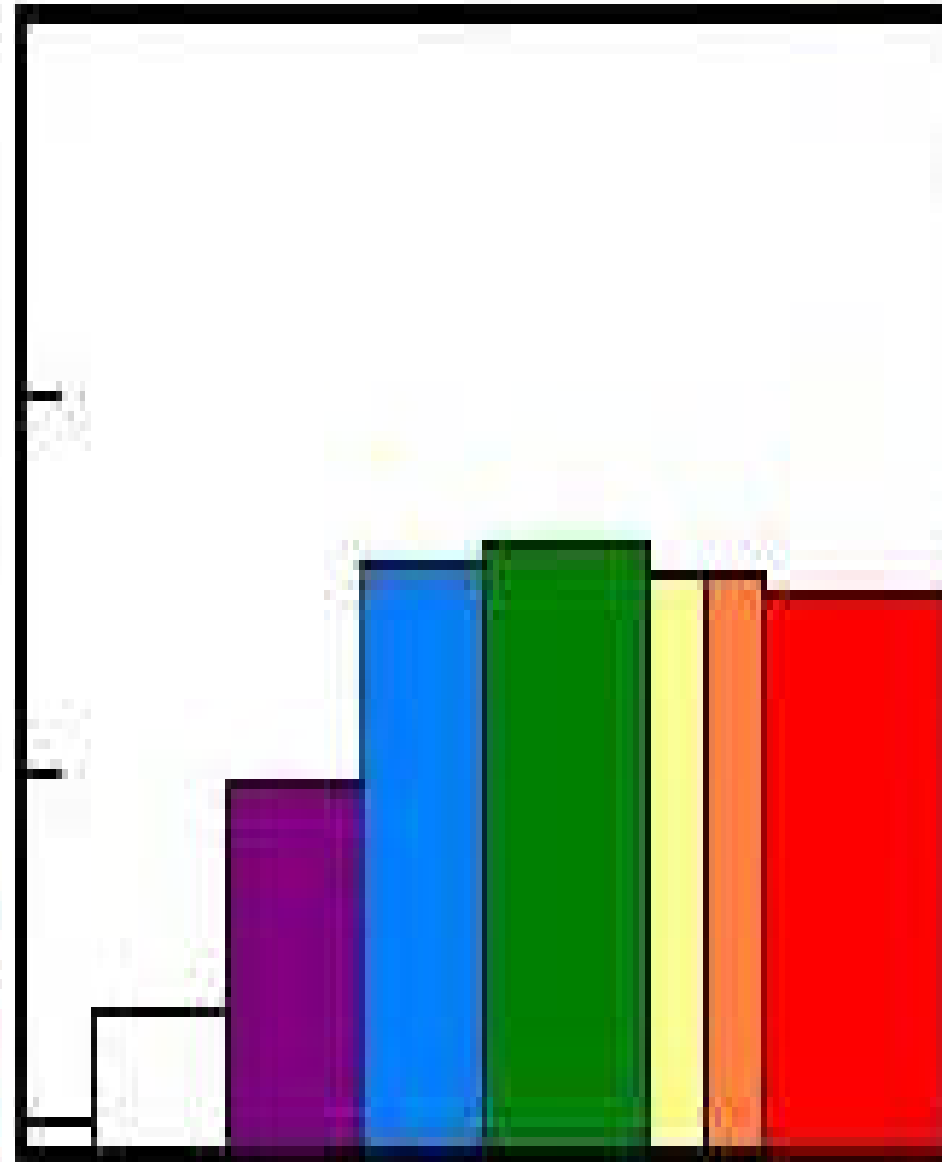
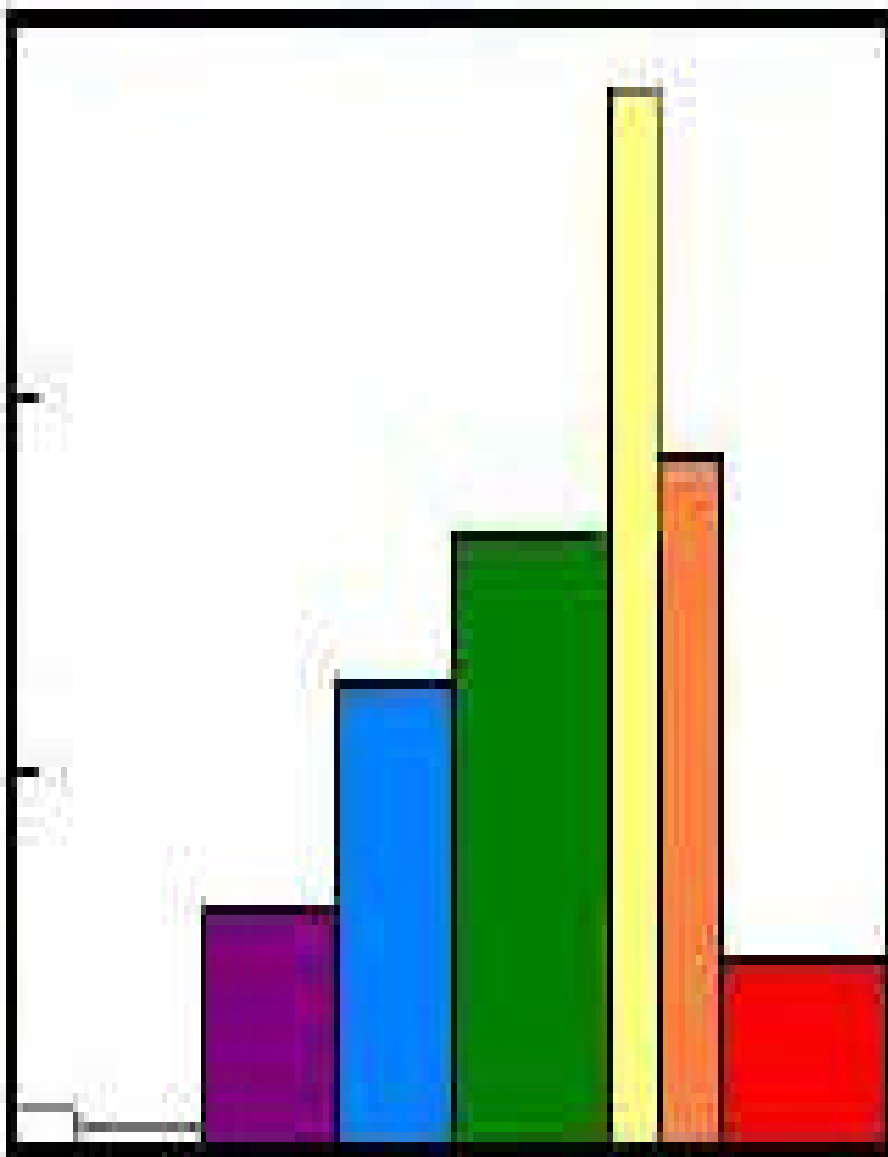


**Average Microwatts  
per 10 nanometers per Lumen**

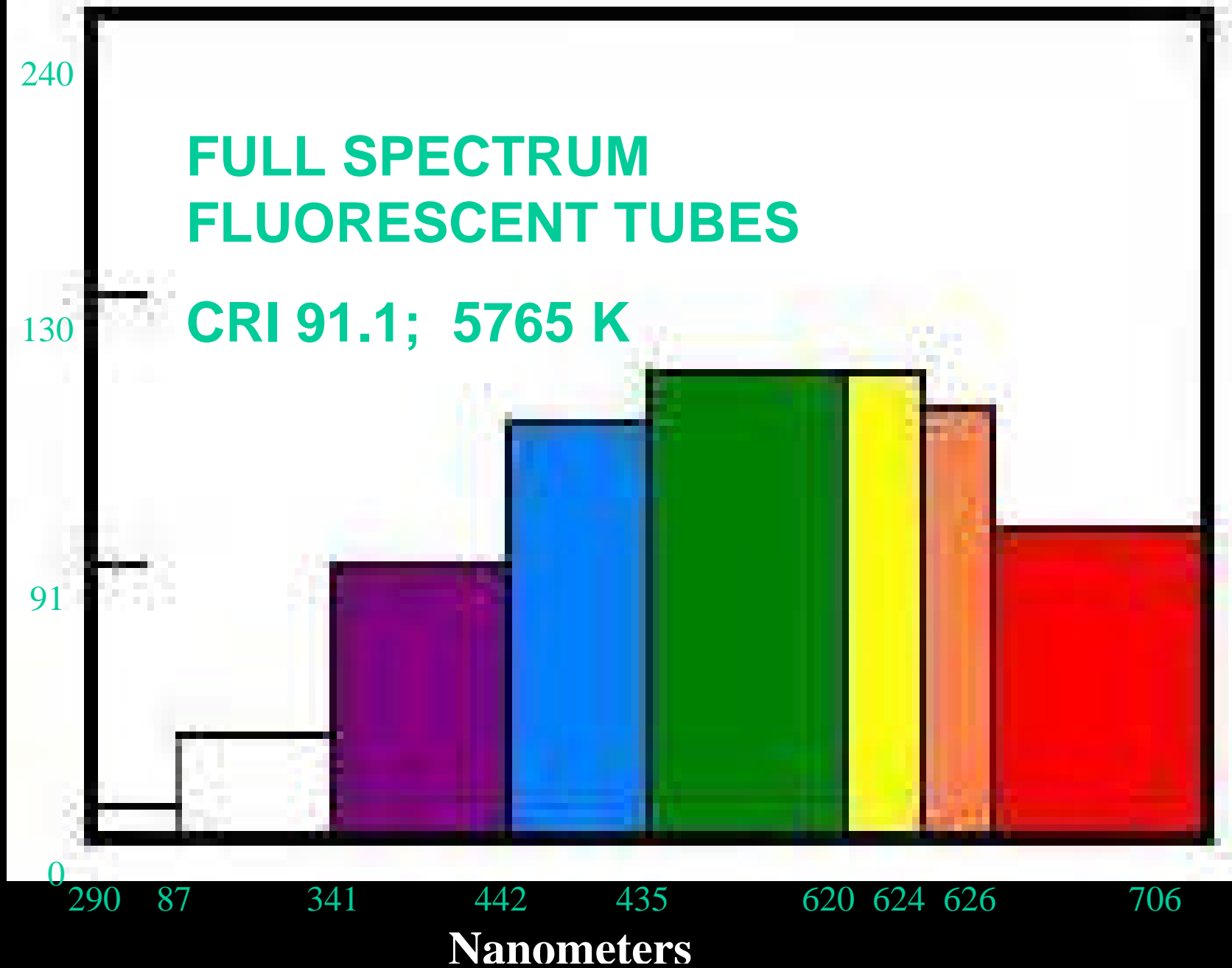


# COOL WHITE FLUORESCENT TUBES

SUNLIGHT

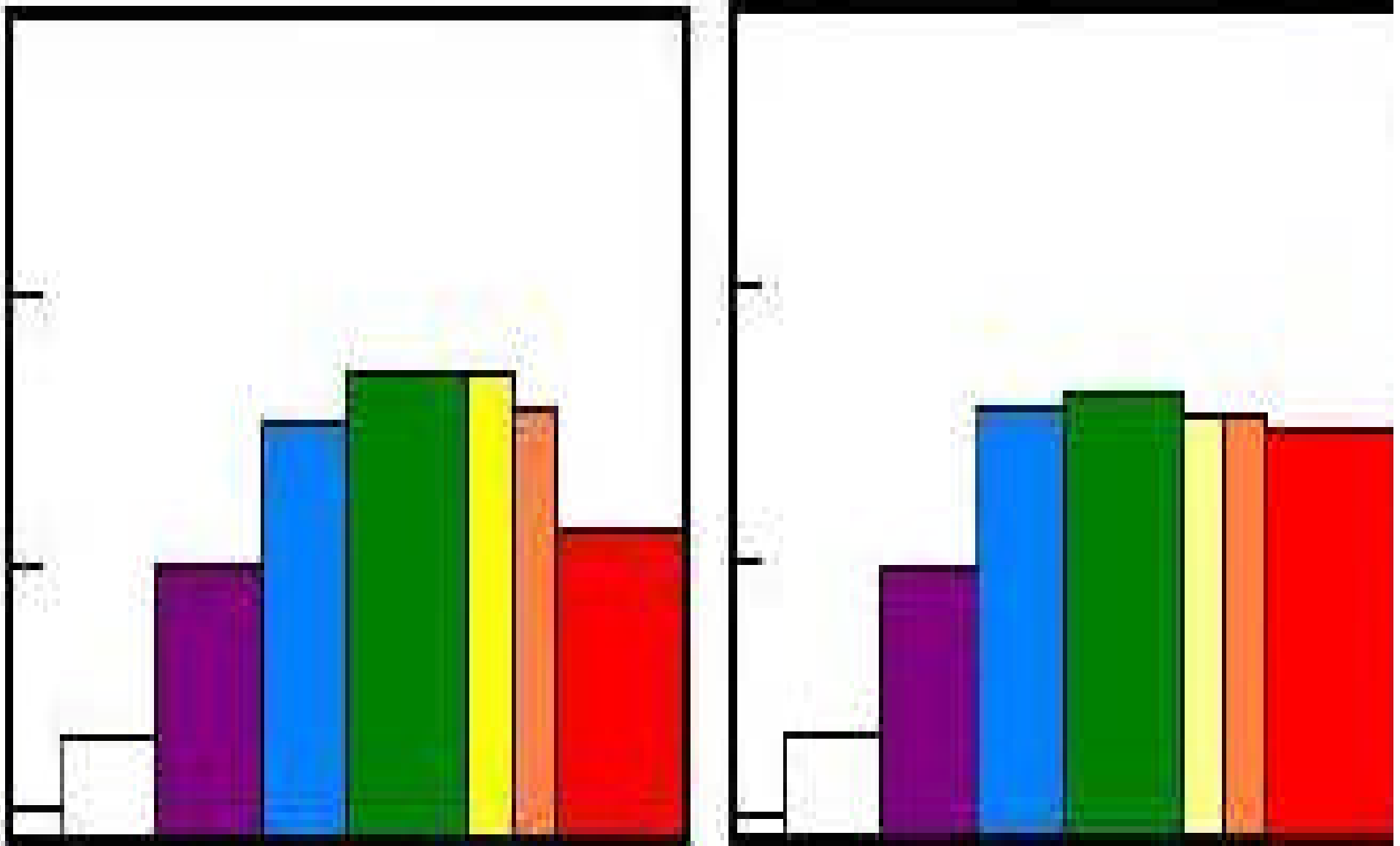


**Average Microwatts  
per 10 nanometers per Lumen**



# FULL SPECTRUM FLUORESCENT TUBES

SUNLIGHT



# Comparison



	Cool White	Full Spectrum
<b>Headaches (per week)</b>	<b>50% report 3 or more 30% report none</b>	<b>0% report 3 or more 89% report none</b>



# Comparison



	Cool White	Full Spectrum
<b>Headaches</b> (per week)	<b>50% report 3 or more</b> <b>30% report none</b>	<b>0% report 3 or more</b> <b>89% report none</b>
<b>Fatigue Factor</b> (by 4:00 p.m.)	<b>60% - large amount</b>	<b>0% - large amount</b>

# Comparison



	Cool White	Full Spectrum
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<b>Fatigue Factor</b> (by 4:00 p.m.)	<b>60% - large amount</b>	<b>0% - large amount</b>
<b>Productivity</b> (by 4:00 p.m.)	<b>30% report low levels</b> <b>0% report high levels</b>	<b>0% report low levels</b> <b>63% report high levels</b>

The Same Principle Can  
Shatter Kidney Stones.





11: DICTYOPTERA, the Mantids and Cockroaches (See entry nos. 34-37)

This order is divided into two closely related but distinctive suborders, Mantodea, the praying mantids, and Blattaria, the cockroaches. Each suborder is discussed separately here.

Suborder Mantodea: The praying mantids in many ways resemble the walkingsticks, but at the same time have features in common with cockroaches. Their body is elongate, cylindrical, slightly flattened, green or brown, rarely pink (resembling a flower), and ranging from 10-165 mm in length. The head is large, triangular, with large eyes; the thorax is elongate. The front legs, the most distinctive feature of these insects, are enlarged and modified for grasping prey. The second and third pairs of legs are slender. The wings are similar to those of the grasshoppers. The abdomen has short cerci.

Eggs are laid in masses in a distinctive egg case which is attached to vegetation. This is one of their similarities to cockroaches. The nymphs hatch out and are immediately predaceous, often feeding on each other before they disperse. They resemble the adults but lack wings. Nymphs and adults frequent vegetation in search of aphids, and flowers for larger insects, including flies, bees, and even butterflies, all of which they carefully stalk, finally grasping them with deadly accuracy.

Suborder Blattaria: The cockroaches are generally despised, in contrast to their cousins, the praying mantids. Some of the tropical species of cockroaches are 15 cm in length, but most species range between 10-50 mm. Their bodies are oval, flattened, and usually brown or black, but some of the tropical species are marked with white and yellow spots. The head is usually partly covered by the pronotum of the thorax; their eyes are large and the antennae long, filiform. Cockroaches have chewing mouthparts. Most species have two pairs of wings similar to those of grasshoppers, but others are wingless. The abdomen has short apical cerci. Their eggs are laid in an ootheca, or egg case, similar to that of the mantids. The nymphs resemble the adults but are wingless.



movement was strengthening and the backhand weakening. The reason for the weakening effect of the backhand stroke is that it is a type of movement that causes *switching*, an unbalancing of the signals between the left and right hemispheres of the brain.

Switching produces a confusion in the body, resulting in stress and a weakening of energy. Among the other body movements that can switch a person are typical jumping jacks, in which arm and leg movements mirror each other exactly. This kind of movement is called *homolateral*. Any movement in which the arm and leg on the same side of the body move in unison will weaken the system. Doing jumping jacks differently, starting with the arms together above the head while the legs are apart, turns it into a *heterolateral* movement. This movement does not switch our brain hemispheres and, thus, is not weakening. Also, the tongue at the roof of the mouth will prevent the homolateral movement from weakening the body.

I suggested the tongue-up technique to a bicycle racer who was skeptical about it. Shortly afterwards, he was in a race and became tired, so he decided to put his tongue up. He went on to win the race! Another man, a middle-aged runner who competes in five-mile races, noticed a marked improvement in his racing time and the ease of running after he started keeping his tongue up all the time. And I've also had lots of feedback from golfers. One reported driving the ball 35 yards farther just by keeping his tongue up. Others have reported they are able to drive balls much, much farther than they ever did before.



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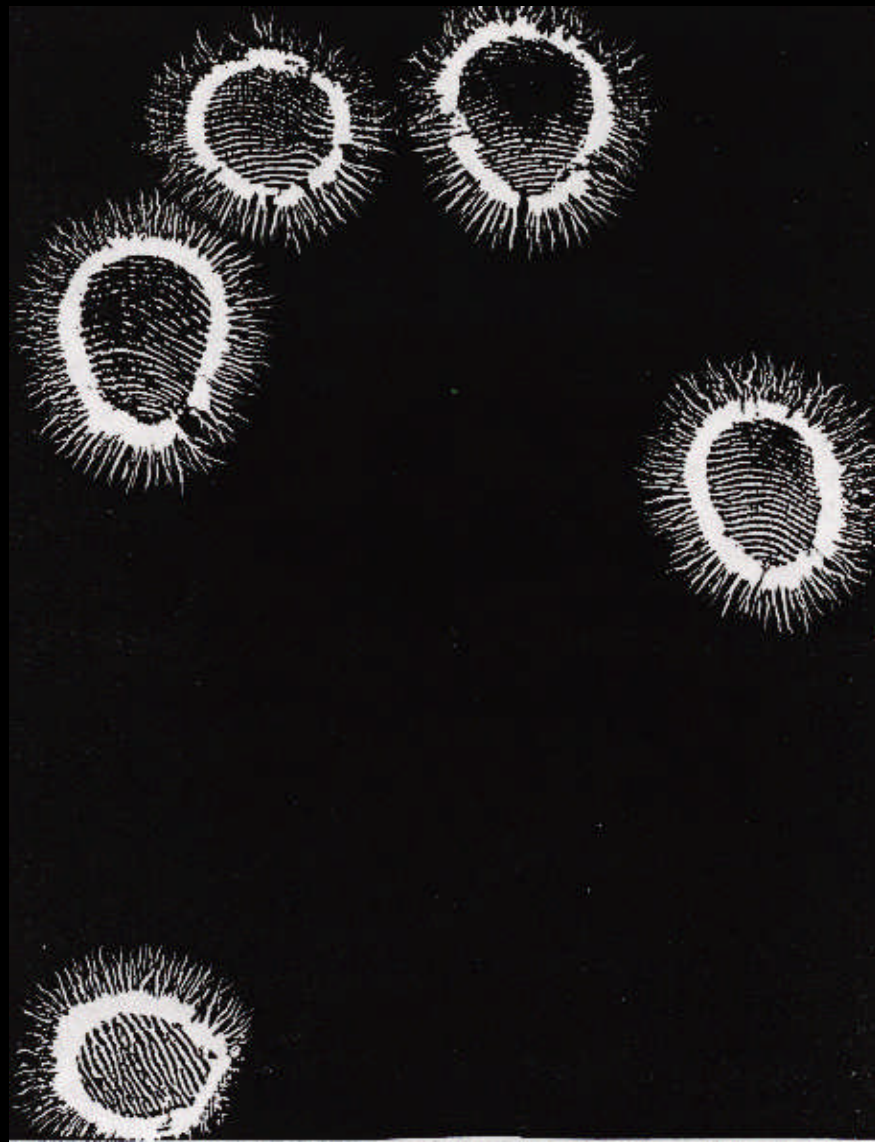
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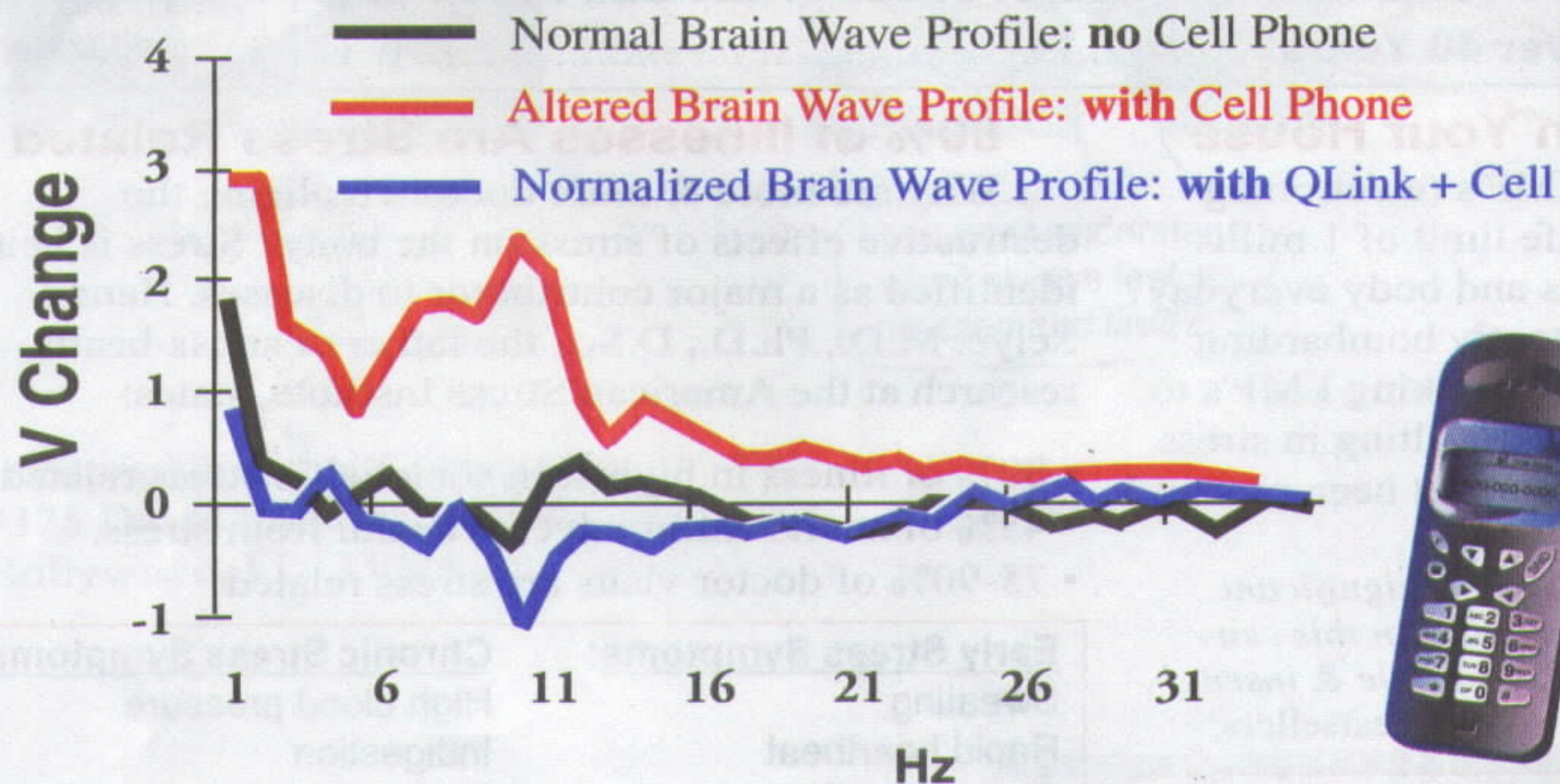




# This Is Your Brain on a Cell Phone!: Brainwave EEG

## QLink Reduces Effects of Cell Phone EMF on Human Brain Cells

New Published Research by: Imperial College, London and University of Wollongong, Australia



**The grand-mean change over time in resting EEG frequency**  
(*The Journal of Alternative and Complementary Medicine*, Vol.8 issue 4)

# Fight Defensively with Kinesiology

1. Thump your thymus
2. Place your tongue at the roof of your mouth
3. Ask your opponent to smile
4. Frown at your opponent



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