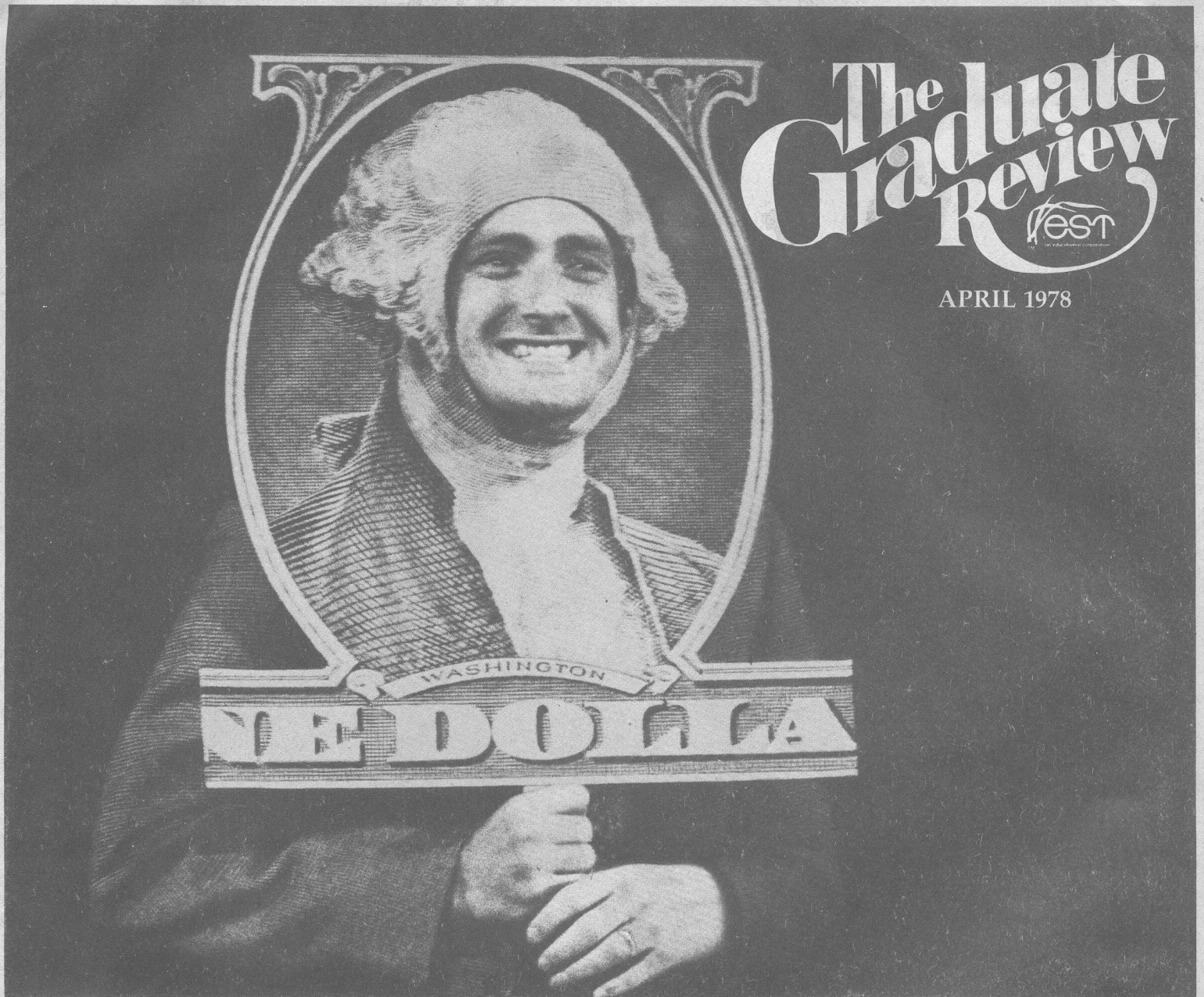


The Graduate Review

est
an educational corporation

APRIL 1978



In The Money

by Michael Phillips
(from *The Seven Laws of Money*)

THE FIRST LAW:

Do it! Money will come when you are doing the right thing.

The First Law is the hardest for most people to accept and is the source of the most distress.

The clearest translation of this in terms of personal advice is "go ahead and do what you want to do." Worry about your ability and your competence, if you want to, but don't worry about the money.

Let me give you an example. The First International San Francisco Book Fair was being organized, and at the

first meeting we became bogged down in the issue of how much to charge and whether the fees we could collect would be enough to cover the cost of the exhibition hall and other expenses. This was a situation where extraordinary people were working together with outstanding ideas and an enormous amount of energy, and had been pulled into the potential agonies of how to plan for money. I said to them, "Don't anybody worry about the money. I'll worry about it." Everybody just looked at me as I said that, and based on my background they ac-

Adapted from The Seven Laws of Money, ©1974 by Michael Phillips, published by Word Wheel and Random House (paperback, \$3.95).

cepted it. From that point on, money was not discussed by the group except in a very perfunctory way, and as the energies were channeled into the appropriate directions, the Book Fair became an outstanding success. At no time, either before or during the event, was money a problem.

I have gone to many meetings, listened to many discussions and watched many groups form, start to think about money, start to plan for money, and then cease to exist. That seems to be the crux of many ventures. They rapidly get bogged down in money and neglect the project and their own goals.

Once two men who were planning to start an organization with an interesting idea came to me. They wanted some money to buy a building. I told them that before taking steps to buy a building they needed 30 people or so to sign a piece of paper saying that they were also interested in the organization. By the time the two men came back they had over 250 members in their organization. The fact is, with that kind of membership and that kind of energy they have more than adequate resources at their disposal to accomplish anything the group wishes to do, and money is secondary.

The essential argument, plea, advice here is that if an idea is good enough, and the people involved want it enough, they'll begin to put their own energy and time into it, and the idea will soon be its own reward. Money itself cannot accomplish their goal; only the people themselves can accomplish it.

Often people say to me: "What am I going to do next month? How am I to live until I get this thing started?" What I tell them is to get started; go forward; get something done. You have to worry about money for the next month as your own personal problem, in any case. Try to separate the issue of the project you're working on from your own problem of survival. If you're going to predicate the project's survival on your own need to be comfortable for the coming month, you have already doomed the project.

"Money, which represents the prose of life, and which is hardly spoken of in parlors without an apology, is, in its effects and laws, as beautiful as roses."

—Ralph Waldo Emerson,
Nominalist and Realist

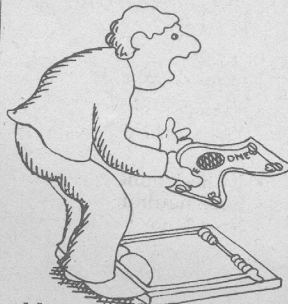
I came to the conclusion that the most difficult thing for people to understand about money is that money will come to you if you are doing the right thing. Money is secondary to what you are doing.

Many people have argued that what I say is a self-fulfilling prophesy. They say that if a project fails or if somebody doesn't get money when



Money and Things:

Money is the symbol of the experience of being whole and complete and is not needed to be whole and complete. In fact, the accumulation of symbols, and using them to represent your satisfaction, takes you further and further away from your experience of love, health, happiness and self-expression.



Money: Who's Got Whom?

If you have money, you can put it down, you can pick it up, give it away or buy something. But if your ground of being is "scarcity," then it has you. The trap in this system is when you don't know it's got you.



they seem to be doing a good job, I can then claim that they aren't doing the right thing. Indeed, taken at face value, there is a logical fallacy to this first law.

There are logical fallacies in each of the Seven Laws. They cannot be arrived at by a "logical" process. The Seven Laws deal with a part of man that is outside the realm of the typical body of Western thought. You logicians out there will recognize what I mean when I say that it is to be found in Wittgenstein's *Tractatus Logicus*; theologians will recognize it by the phrase "transcendental."

The realm of logic in the West composes about 2 percent of our reality. The remaining 98 percent of reality includes feelings, sex, art, non-verbal communication, most of our sensual inputs, etc. I'm now talking about the operating relationships that exist in the 98 percent of the world where our logic doesn't apply.

The logical fallacy in the First Law of Money is that attempting to understand it by trying to think about it is not going to be much help. It would be like trying to understand Zen Buddhism through logic rather than feeling. You cannot talk about an experience and expect another to substitute your words for his lack of experience.

The concept that money "will come to you" is clearly very mystical. Sometimes when one tries to bring something mystical into his daily life, the conflict with the world of logic can lead to unusual results.

Michael Phillips hadn't taken the est training when The Seven Laws of Money was published in 1974, and he still hasn't. You could regard that as a proof that no person or group has a monopoly on the truth, given that his views on money mesh so well with what Werner and the trainers say on the subject. Michael's perspective on money as a metaphor for practically any aspect of life emerges from his years as vice-president of a bank; his current work as business manager of a foundation in San Francisco; and his service as president of POINT, the Whole Earth Catalogue money-giving group that concerned itself more with alliances than with dispensing coin.

We have excerpted two portions of The Seven Laws of Money that deal with overall abstractions. For those interested in other chapters, Laws 2 through 6 in the book deal with many of the dangers of ignoring the power and subtlety of money.

A good friend of mine had made a commitment to a friend of his, a famous lawyer, to raise enough money so that the lawyer could travel and study in Europe for nine months. My friend, who was leaving the country, asked me to accept the responsibility for raising the \$8,000 that was needed to enable the lawyer to continue to work on an important lawsuit and not be diverted by money worries. I accepted.

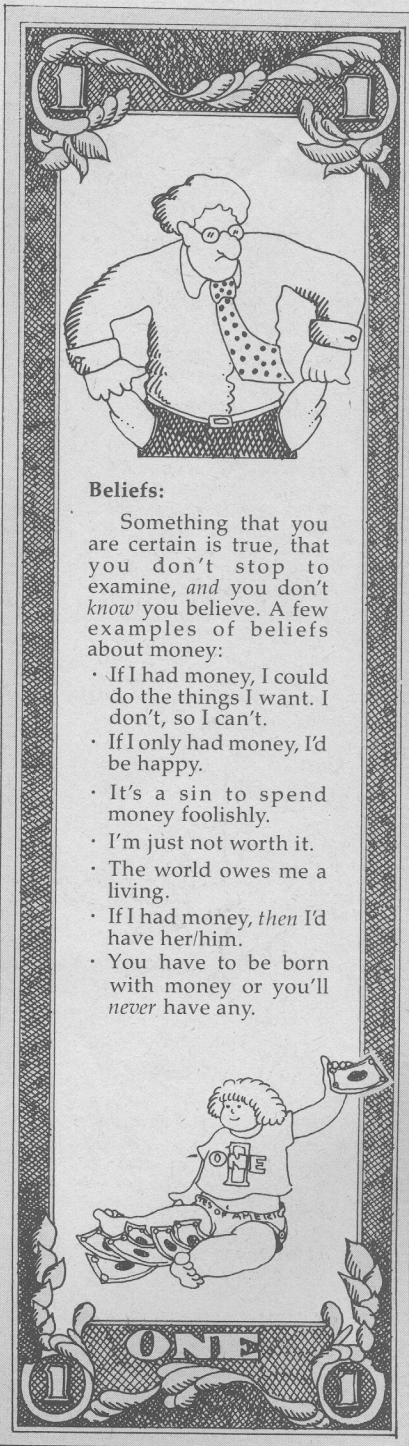
I met the lawyer, made it clear that I would accept the project, and told him that I had a nominal number of things for him to do. The actual words I used were "I will accept the responsibility for seeing that you get the money. I don't guarantee with absolute certainty that you'll get the amount you want, but you should go ahead and do exactly what you're supposed to do and plan the trip on the assumption that you will have the money." That was it. On two occasions, after I had done some investigation, I asked him to write letters. At one point I wrote him a letter suggesting he do two specific things.

One evening, about six weeks before his trip was to begin, he phoned me and was furious. The gist of his fury was that although I had said I would help him raise the money, he felt that I had done nothing at all, while he had spent an enormous amount of time and had worried endlessly trying to raise the money. It turned out that he was willing to call and berate me because he had gotten a grant. As the reader may have guessed, the grant had come from one of the first people I had told him to send a letter to.

The lawyer operated in a very logical and goal-oriented world, highly planned in monetary terms, and had expected me to do a lot of running around. Meanwhile, I operated on my "mystical" premise in accepting this particular responsibility.

Separating the project from survival problems may not be necessary if survival is integrated with the project in a unique and specific concept: "Right Livelihood."

You may be reading this from the perspective of a person carrying out a project to build a windmill or a diving bell, or figuring out how to get to the Middle East so you can walk to Mecca on your knees. On the other hand, you may be reading this simply to answer the questions "How do I get a job? How do I save enough money to buy a car and pay the bills? How do I get enough money to buy milk for the



Beliefs:

Something that you are certain is true, that you don't stop to examine, and you don't know you believe. A few examples of beliefs about money:

- If I had money, I could do the things I want. I don't, so I can't.
- If I only had money, I'd be happy.
- It's a sin to spend money foolishly.
- I'm just not worth it.
- The world owes me a living.
- If I had money, then I'd have her/him.
- You have to be born with money or you'll never have any.

The observations in these boxes are taken from a Special Guest Seminar conducted by est trainer Randy McNamara in February.

baby?" There is, in my mind, a distinction between these two types of projects. The separation occurs when the project is different from and independent of you, when it is distinct and separate in your own mind from what

you consider to be a "living." To take the example of the diving bell: if the diving bell is for pleasure or for looking at fish, it is part of a project; on the other hand, if you are an ichthyologist who photographs and writes about fish for a living, then the diving bell is part of your livelihood. You are always going to have to eat, you are always going to have to survive next week, next month, or the next hour, and it's necessary to distinguish the priority of the project from your day-to-day work. Unfortunately, many people can't make the separation, and their belief that they are working on the most important thing they can do, gets coupled with their conviction that they have to survive. These two ideas lead them to believe that the world owes them a living.

Our current view is that children, the mentally retarded and senile, as well as the physically ill and disabled, are entitled to financial support. At the present time, in your own particular case, I think it is best to consider whether you are capable of providing for yourself and doing your project too.

The matter is quite different when your livelihood and your desired activities are integrated; this is where the concept of right livelihood enters. Right livelihood is something I learned from Dick Baker, a Zen Buddhist Roshi. I don't know its origins, I'm not certain of its history, and I can't tell you directly whether you are involved in right livelihood or not. However, I can suggest some questions you might want to ask yourself. Please don't take me too literally. This is simply a way to give you a perspective on what right livelihood is.

First of all, do you think you can undertake your work for a long time? Right livelihood could be spending a whole life as a carpenter, for example. One of the qualities of right livelihood is that within the practice of it is the perfection of skills and qualities that will give you a view of the universe. Right livelihood has within itself its own rewards; it deepens the person who practices it. That person at 20 years of age is a little different from the person he or she will be at 30, and will be even more different at 40 and 50. Aging works for you in right livelihood. It's like a good pipe or a fine violin; the more you use it the deeper its finish.

Another thing you can ask yourself about right livelihood is whether the good intrinsic in your livelihood is

Getting to the Training is Half Way to "Getting It"

by Dianne Skafte

I looked at my watch. If someone didn't pick me up soon, I would be late for the first day of the training. I picked up my suitcase and started walking fast along the grass at the side of the road. The suitcase kept hitting my ankle and I wasn't making very good time.

The idea of spending a relaxing weekend in Aspen had been appealing. I had boarded the bus not far from my house in Boulder and settled back for the ride. By my calculations, I would arrive in Aspen at 6:00 AM. I would find a room, have a leisurely breakfast, and be there in plenty of time for the training at 8:30. But sometime in the middle of the night, the bus had stopped at a nameless darkened town, and all the baggage was unloaded.

"Uh, what's going on?" I asked the driver.

"Your suitcase will be put right over there, Ma'am," the man said.

"But I'm going straight through to Aspen!" I exclaimed.

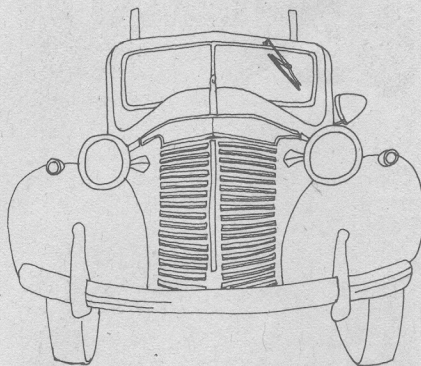
"That bus will be along at 9:00 tomorrow," he answered.

Sleepy relatives were hugging the passengers who got off the bus. They ushered them into waiting cars and, one by one, drove away. The ticket woman and I were the only ones left in the bus station. I sat down on a bench and tried to think of a plan. Then the woman closed the window and put on her sweater. "I'm sorry, we're closing now," she said.

"Aren't you open all night?" Something was sinking inside.

"We open back up in the morning at 7:30."

I stepped out the door into a dry, brittle wind that rattled old scraps of paper on the sidewalk. Up and down both sides of the street no lights could be seen. I thought perhaps I could find an all-night cafe. But in the blackness I



couldn't even tell which way the town was supposed to be. Feeling as desolate as that dark and hollow wind, I sat down on the step of the empty station and waited for morning.

Another car was coming down the highway. This time it looked ideal. From where I stood I thought I could see two women, one of whom appeared to be much older than the other; perhaps a mother and daughter, I speculated. I had already decided to decline a ride with anyone who looked dangerous. I put down my suitcase and put out my thumb, looking with expectation toward the car. It whizzed past me. The mother turned back and waved her hand in some sort of angry gesture. I could see that she was shouting something unpleasant. I was bewildered. Glancing down at myself I saw a respectable-looking young woman in a modest length skirt. Even my hair, which was often blowing wild, was nicely done up on top of my head. How could anyone leave a person as decent-looking as me, stranded by the side of the road? I thought resentfully. Then I remembered something. I recalled those faceless hitchhikers which I myself had passed by countless numbers of times. I never even noticed whether most of them looked decent or not. From inside my cozy car they had just been part of the terrain, like billboards. I never realized until this moment how lost it could feel to be out there. Everyone else rushes purposefully toward some destination, and you alone are left standing nowhere, with one hand foolishly outstretched in a begging gesture.

I was beginning to hate this. I wanted to go home. To hell with this *est* thing, which was probably not going to be worth the money or trouble.

An old pickup truck was slowing to a standstill. "Need a ride, Honey?" a stocky looking man shouted over the roar of his motor. His shirt sleeves were cut off at the shoulders, for the purpose, I supposed, of displaying his large, sunburned biceps. He grinned at me and opened the door invitingly. He was missing two teeth. "Hop in, Babe!" he called.

I took a deep breath and hopped in. The man sped off with a lot of commotion down the highway, racing the motor, scraping the gears, and backfiring the exhaust. Still, it felt good to be moving forward again.

"Thank you for giving me a lift," I said, not looking at him. He didn't answer. "Actually, I waited for almost an hour before anyone stopped, so I really appreciate it." He just kept driving. "I, ah, actually never have hitchhiked before. I guess that would seem unbelievable to some people, but it's true." He said nothing. I was running out of conversation.

How strange this was all turning out to be, I reflected to myself. Even my determination to get to the training despite all these obstacles was unexplainable. I didn't know why I felt so intent on going to sessions which I knew absolutely nothing about. My one brief experience had been several months ago when my friend Doug had invited me to go to an *est* guest seminar. I was tied up for that evening, so we dropped the plans. But at the last minute everything shifted around and I ended up going with him. When I first stepped into the big auditorium I was hit with a wave of energy and excitement so solid that I could feel it physically. A fellow named Stu began talking and everyone went wild, clapping and cheering as he spoke. I didn't hear him saying anything that extraordinary or wonderful, but something was definitely happening in that room. Then, at one point, he said something about "being the origin of your own experience." I didn't even hear the rest of the sentence because of the sensation that came over me. There was a pounding, a kind of agitated exhilaration that made it hard to think. I felt as though I

Dianne Skafte took the est training in 1975. She now lives with her husband in Dallas, Texas, where she works as a family therapist. Dianne is also in the Ph.D program at the Humanistic Psychology Institute in San Francisco.

Celebrate Your Relationships



**Werner will be presenting
—in person—his new
course on relationships**

LOS ANGELES—June 25th

BAY AREA—July 8th

NEW YORK—July 15th

9:00 AM to 9:00 PM

Werner is currently developing the fourth and final course on relationships.

The course is about celebrating your relationships. You and your graduate friends are invited to attend this special course in which Werner will present his definitive discoveries about what makes a relationship nurturing and fulfilling.

This course is an intense experience — with data, processes, and sharing. Participants will have an opportunity to interact with Werner and ask specific questions about their relationships, as well as to share their realizations and experience others' sharing.

Space is limited. These are the only times that Werner will be presenting this course in person. Call your local *est* Center to reserve space.

First Training in Atlanta

May 20/21 and 27/28

For details, see the
Bulletin Board on page 11.

were about to leap off of something, or to fly. After that, I just quietly knew that I would take the training, but did not know what, if anything, I expected to find there. What amazed me now, as I bumped along in this stranger's truck, was how powerful and persistent that motivation had proved to be. Now the question was, would I make it there in time?

"Where are you heading?" the stranger spoke at last.

"Aspen."

"I'm heading to my brother's to pick up an engine. I'll take you to his place."

Something in the way he said that made me uneasy. "Oh," I answered, trying to sound light, casual, "you mean that you'll take me as far as that. I see. Well. Fine. I'm sure I can catch another ride from there."

"Think so?" he grinned.

My heart began beating faster. I was getting a trapped, closed-in feeling. Come on, now, I reasoned with myself, you are just tired, hungry, and overwrought. What is the worst that can happen, anyway? He'll rape you? So you'll live through that. He'll kill you? Cut you up? That was it. Yes, the thought of being cut up really unlocked a lot of fear in me. I closed my eyes a moment to try to steady myself. I shifted my feet and then noticed that I was stepping on a lot of magazines. I glanced down to see if I had wrinkled any of them. On the cover of one was a picture of a man kneeling on a woman, choking her with a cord. With my foot I silently pushed the magazine aside to look at the one underneath it. A woman with her blouse half torn off was pinned against a door. A man with a gleaming knife in his hands had finished cutting her once across the face. Now the knife was at her throat. My heart lurched. Everything in me wanted to hurl itself out the door. But I only sat there frozen, not even daring to breathe.

Then, suddenly, something broke inside. It just couldn't hold on anymore. There was nothing left to hold on with, because all of me was spent. In a sweep, I let go of getting to the training on time. I let go of getting to the training at all. I almost felt like laughing. Well, Mister, I said silently, I give up. Do your worst. We both ended up in this strange movie, so let's see how it ends.

The truck abruptly pulled into a little dirt road and stopped. I turned and looked at the driver. It was the first time, I realized, that I had really

looked at him. He was younger than I had initially thought. His cheeks had a boyish roundness about them, the healthy look of someone who maybe drank a lot of milk. He seemed to feel awkward under my intent gaze and kept staring past me out the window.

"My brother lives down this way," he said. "You can get out here and catch a ride to Aspen. It's thirty miles, maybe less."

"I want to thank you again for giving me a ride," I said, feeling a rush of genuine gratitude. But it was too late. My watch showed that the session started in 35 minutes. There were no cars at all to be seen. It would take me at least an hour to get another ride. I pulled my suitcase out of the trunk and walked back to the edge of the road. Then I heard his motor roar up behind me.

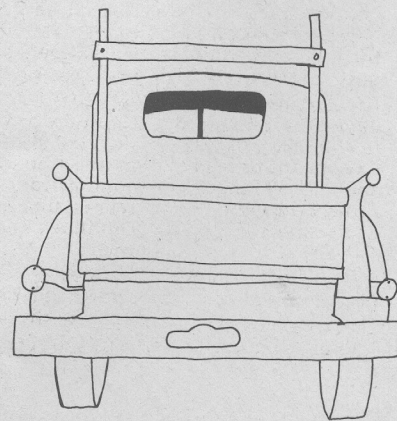
"Hell, you'll never get a ride on this road!" he shouted. "Hop in, I'll take you to Aspen. It ain't safe for a chick like you to hitchhike around here."

At exactly 8:34 I arrived at the auditorium. Everyone was still milling around outside, and nothing had begun yet. I waited at the door with the others, happy just to be standing there. The girl next to me put out her cigarette and leaned over toward me in a confidential manner.

"I feel nervous about this. I hear the training is rough," she said in a subdued voice. "Someone told me they don't let you pee. Do you have any idea what to expect?"

"Gee, no, I don't," I answered. Then, after a moment's consideration I added, "But you know, if being here turns out to be anything like getting here, I don't think that my expectations are going to count for much anyway."

She gave me a puzzled look and walked in the door. ■



Illustrations by Tom Woodhouse

News of The Hunger Project

You Are Making the Difference

The Hunger Project was created on February 14, 1977, and its first year has been an enormous success. More than 77,000 people in 40 countries have enrolled into The Hunger Project.

Voice of the People

President Carter gets more mail on hunger than on any other issue, says Peter Bourne, White House Special Assistant for Health Affairs. In the photo (right) Bourne discusses the project with regional coordinator Vicki Sant (center) and Washington, D.C., chairperson Maureen Lally.

What Was That About an Idea Whose Time Has Come?

Scientists report that after 3 million years the population of the world shows some signs of leveling off. It is estimated that there will be 500 million fewer people in the year 2000 than experts were projecting just a few years ago, which means a reduction of 100 million tons in the estimate of the yearly base food need on the planet in the year 2000.

Individuals answer the question: What Can I Do?

A bus driver in New York City keeps enrollment cards on the dashboard, enrolling people as they get on and off his bus.

A manicurist in Southern California held a fingernail paint-a-thon. She and six other manicurists shared The Hunger Project as they painted their clients' fingernails during the day, and they contributed the money they earned to The Hunger Project.

A woman in San Francisco will do-

nate \$250 every Valentine's Day and every Thanksgiving for the next 20 years, or until the end of starvation; in the event of her death, her will makes good the pledge.

In 69 cities in the United States and abroad, groups of citizens have joined together to enroll their community in The Hunger Project.

If you are interested in participating with one of these committees, contact your *est* Center for information. The Hunger Project is not an event; it is a 20-year project. Your participation in the next 19 years will make the difference.



White House Photograph

WHAT THE END OF STARVATION CAN LOOK LIKE OVER THE NEXT 20 YEARS

1977

Launched the Hunger Project into the U.S. and other parts of the world.
Created awareness of project in U.S. (23 to 40 million people have heard or read about The Hunger Project through newspapers, TV or radio.)
Created a climate for participation.
Created a vehicle for participation.

1978

Keep close tabs on foreign assistance legislation (1st time in 17 years it will be rewritten).
Continue to support the flow of communication to the administration so that ending hunger continues as a top issue.
Create a solidly established revenue base for the project.
Begin to set up HP

committees in countries other than U.S.
Initial exploration of village transformation and beginning of actual project in U.S. and one other country (possibly India).

1982

Well-formed base of informed public support in U.S. & other countries (both donors and recipients).
Major legislative changes in place (e.g., U.S. foreign aid changes).

Changes reflected in other countries' allocation of resources.

Substantial increase in availability of world resources compared to present level of \$18 billion.
Well-launched programs in a half-dozen countries or more (e.g., Philippines, Ethiopia, Bolivia, Nigeria).

1987

Some smaller or medium sized countries have ended starvation and are

serving as examples (e.g., Philippines, Indonesia).

In the most populous countries, major regional project underway to serve as a basis for replication and expansion (e.g., Maliwada replicated in two other states). (Countries might be Bangladesh, Pakistan, Nigeria, Indonesia, India.)

1997

The end of starvation.



Communication Workshop

Getting Your Communication Across

A true story:

Recently in California, the owner of a house at 3645 La Vista (address disguised) called a demolition company to arrange to have his house torn down. After demolishing a house several hundred yards down the block, the wrecker said, "Oh, we thought you said 3654 La Vista."

Does your communication suffer from terminal frustration? Try this simple, sure-fire test to check out your "get-it-over-there" ability. (Check the appropriate box.)

1. At work, when you ask for a raise, does your boss:
 - leave the room?
 - laugh hysterically and fall off the chair?
 - say, "Thank you for sharing?"
 - all of the above?
2. When you tell your husband you'd like a mink coat, do you get:
 - a new set of tires?
 - a trench coat?
 - a lot of laughs?
 - none of the above
3. When you ask the waitress for a roast beef sandwich, do you get?
 - ham n' cheese
 - a leg of lamb?
 - a dirty look?
 - hungrier and hungrier?

Communication— for many people, it's an accidental occurrence at best. To find out about the *est* Communication Workshop coming soon, turn the page.



Communication Workshop in Seattle

Thursday and Friday, April 13th and 14th
7:00 PM to approximately midnight
Saturday and Sunday, April 15th and 16th
All day beginning at 9:00 AM

"In the Communication Workshop you experience communication as something beyond the exchange of agreed on symbols. You experience communication as something beyond the development of understanding. Communication becomes the harmonious re-creation of one person's experience by another, intentionally."

Werner

The *est* Communication Workshop, designed by Werner, begins with an exploration of what we usually *call* communication—the words, symbols, gestures, concepts and expressions. It includes exercises and principles designed to enable people to experience true communication. When there is true communication—which is spontaneous and intentional—

people experience more harmony and joy in their relationships, and an expansion of satisfaction and interest in their work.

The Communication Workshop is open to graduates as well as people who haven't taken the training. Tuition is \$175.

To register, call your *est* Center or fill out and mail the registration card below.

Seattle Communication Workshop Registration Card

Please print:

NAME _____
Last First Name you like to be called

ADDRESS _____
Street/P.O. Box

_____ City State Zip Code

HOME PHONE (Area Code) _____ WORK PHONE (Area Code) _____

BIRTHDATE _____ Are you a graduate of the *est* training? Yes No

My full tuition of \$175 is enclosed. My deposit of \$50 is enclosed.

_____ Today's Date



BULLETIN BOARD

BOSTONIANS BATTLE BLIZZARD

On Tuesday, February 8th, Bostonians woke up to find themselves stranded in their homes, many of them without food supplies, more than half of them without electric power or heat. Relief and cleanup efforts were stalled by hurricane-force winds. For the area, it was the most severe blizzard ever.

For the Boston *est* staff, it was the toughest in a series of weather-generated challenges.

Two weeks earlier, the winter's most severe storm to date had shut down airports and all but stopped vehicular traffic. Some people were even thinking the unthinkable: the January training would have to be cancelled. But miracles happened, and Charlene Afremow, who traveled 29 hours to arrive at 5:00 AM on the morning of the training (from San Francisco to Washington by plane, by train to New York, driven by an assistant from New York to Boston), began that training at noon of Day One, with 235 of the scheduled 259 people in the training room.

That was Boston's January weather emergency. The Boston Center staff has supplied us with a sequential ac-

and one assistant. We heard by radio that the governor had declared a state of emergency, making driving a car a felony offense. Considerations and concerns: What are we going to do about eating and keeping warm? What about the Communication Workshop that starts Thursday night?

More radio news: President Carter declares the region a Disaster Area. National Guard and Army troops called in. An airport runway is cleared.

Wednesday, February 8th The snow stopped. All *est* staff made it to the office, and 10 assistants. Then the lights went out again. We talked about what we could do to start the Communication Workshop on time.

From the radio: People are being evacuated from flooded shoreline towns. The sick and elderly have no access to food, no heat or lights.

Suddenly we realized that the Communication Workshop wasn't the issue — that we could contribute, mobilize people, assist Boston.

Called the mayor's office, told them we could supply 25 people who would do anything that needed to be done. Then started calling assistants.

Thursday, February 9th In the morning, there were 25 graduates in

plex in the South End to work with the Red Cross; three assistants to Beth Israel Hospital; ten to Boston City Hospital, critically short-handed. Graduates from outlying areas called in to assist and were assigned to work through their local City Halls.

Friday, February 10th Streets still impassable. At least 20 assistants still on their Thursday morning assignments. Others calling in for new jobs.

Saturday, February 11th The big emergencies handled, major streets opened for official vehicles.

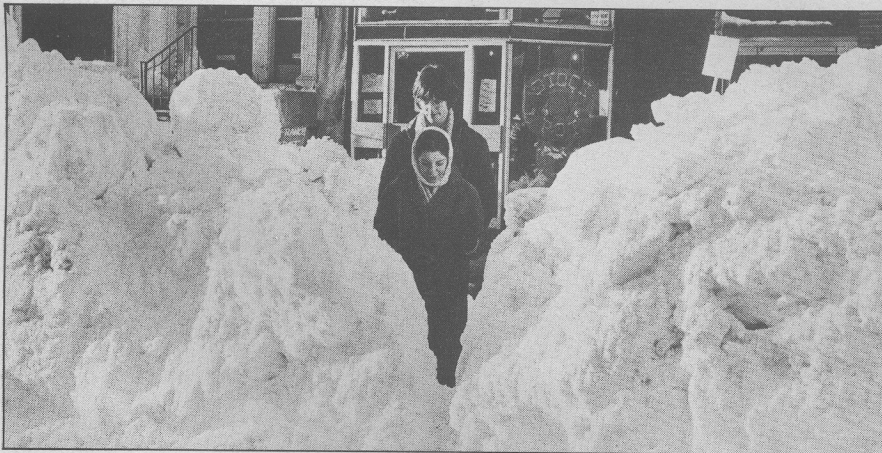
Monday, February 13th Some graduates still on their first assignment. One man handled calls at a hospital for three days. We heard about an assistant who walked nine miles through the snow, each way, to take some food to an elderly woman and sit with her for a while.

Tuesday, February 14th The driving ban has been lifted, and traffic is moving, if sluggishly. The mayor declared a "Valentines Week" so all the candy could get delivered on time.

The emergency was over. The Communication Workshop *was* postponed — and the job still got done.

Gail Cantor, Boston Center Registrar, adds the bottom line: "A lot of us had done all sorts of volunteer work before. And for a lot of us, it was the first time we came from responsibility — for being responsible for the welfare of Boston, for the state, for being here, for handling what was going on — and not from charity, or doing something nice for somebody, or 'helping someone out.'"

"It was beautiful to find out and manifest what we're really about — having the world work. All we really did was to look and see what needed to be done. Then we did it!"



Patty Davies

count of the one in February.

Monday, February 6th The snow started in the morning. By evening, things were looking bad, but no worse than in January, so Be Here Now was held as scheduled. Later, conditions were dreadful. Some people didn't get home until 3:00 AM.

Tuesday, February 7th A foot and a half of snow. No power or heat. Three staff members made it to the Center,

the Center who said they would get the job done, no matter what the job was. Five other graduates started calling people in the Communication Workshop to tell them about its postponement.

The mayor's office started calling with assignments: We sent graduates to South Boston to unload and deliver groceries to people trapped without food; another team to a housing com-

HALF-APHORISMS

or,
**Things I Wish I'd Heard
Werner Say**

by Bill Dana

The truth
doesn't mean nothing.
So when you tell somebody
the truth,
You ain't telling them
nothing.

est IN ATLANTA TRAINING BEGINS MAY 20TH

The first *est* Standard Training in Atlanta will be held on May 20/21 and May 27/28.

The training happens as a function of graduates' willingness to share themselves and to make a contribution to others. *est* policy is to offer the training in new areas where graduates have clearly expressed their interest in and willingness to be responsible for having the training. Graduates in Atlanta, other parts of Georgia and adjoining states have clearly done that.

To support graduates' intention in having a successful training, two Special Guest Seminars with *est* trainers have been scheduled:

Thursday, March 30th · 8:00 PM
Dunfee Royal Coach Hotel
Interstate 75 and Howell Mill Road
Atlanta, Georgia

Thursday, April 27th · 8:00 PM
Hyatt Regency Hotel
265 Peachtree Street
Atlanta, Georgia

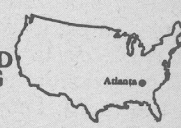
In addition, two *est* staff representatives, Rex Renfrow and Catherine Place, have moved to Atlanta to support the training. Rex and Catherine can be reached at (404) 993-0368 or at

est, an educational corporation, P.O. Box 857, Roswell, Georgia 30077.

They welcome anyone who'd like to come in and assist.

The postcards in the center of this issue will assist you in telling your friends about the Atlanta training and inviting them to the Guest Seminars. For further information, call any *est* Center or (404) 993-0368 in Atlanta.

THE FIRST *est* STANDARD TRAINING IN



ATLANTA

May 20/21 and 27/28

You're invited to the following Special Guest Seminars to find out more about the *est* training. The seminars will be conducted by an *est* trainer and will be held:

Thursday, March 30th 8:00 PM Dunfee Royal Coach Hotel Interstate 75 and Howell Mill Road Atlanta, Georgia	Thursday, April 27th 8:00 PM Hyatt Regency Hotel 265 Peachtree Street Atlanta, Georgia
---	---

Tickets for the Special Guest Seminars and additional information about the training are available by calling (404) 993-0368.

A donation of \$1 per ticket to The *est* Foundation is requested.

P.O. Box 857 Roswell, Georgia 30077

NEXT AVAILABLE TRAININGS

Atlanta May 20/21, 27/28	New Jersey May 20/21, 27/28
Berkeley/Oakland April 8/9, 15/16	New York May (B) 20/21, 27/28
Boston April 29/30, May 6/7	Philadelphia April 8/9, 15/16
Chicago May 13/14, 20/21	Phoenix May 6/7, 13/14
Denver June 10/11, 17/18	Pittsburgh May 6/7, 13/14
Detroit July 8/9, 15/16	Sacramento June 3/4, 10/11
Honolulu July 1/2, 8/9	San Diego April 29/30, May 6/7
Houston April 15/16, 22/23	San Francisco April 29/30, May 6/7
Los Angeles April (B) 22/23, 29/30	San Jose April 22/23, 29/30
Miami/Fort Lauderdale June 17/18, 24/25	Seattle May 13/14, 20/21
Newport Beach April 22/23, 29/30	Washington, D.C. May 6/7, 13/14

Washington, D.C./Baltimore
May 27/28, June 3/4

London, England
July 1/2, 8/9

COLLEGE TRAININGS

Chicago
April 8/9, 15/16

Los Angeles
April 22/23, 29/30

New York
May 6/7, 13/14

Philadelphia
April 8/9, 15/16

San Diego
April 29/30, May 6/7

San Francisco
April 29/30, May 6/7

For more information about the availability of trainings, please call the *est* Center nearest you.

The Graduate Review

Barbara Downs—Manager
Creative Department
John Poppy—Editor
Joseph Cowles—Production Manager
Clarke L'Amoreaux—Writer
Judy Oringer—Writer
Bob Alman—Research Editor
Brian Van der Horst—
Contributing Editor
Jo Fielder—Artist
Roger Handal—Artist

Please send your communications to:

The Graduate Review
765 California Street
San Francisco, CA 94108

Communications to Werner should be mailed directly to Werner Erhard at the same address.

est Centers

Berkeley/Oakland
3101 Telegraph Avenue, Berkeley
California 94705 (415) 548-6400

Boston
160 Commonwealth Avenue, Boston
Massachusetts 02116 (617) 266-7900

Chicago
166 East Superior Street, Suite 402
Chicago, Illinois 60611 (312) 337-6100

Denver
231 Milwaukee Street, Suite 206
Denver, Colorado 80206 (303) 320-6557

Detroit
North Park Place, 16400 North Park
Drive, #1206, Southfield,
Michigan 48075 (313) 569-7626

Honolulu
1200 College Walk, Honolulu
Hawaii 96817 (808) 521-5644

Houston
3333 Eastside, Houston
Texas 77098 (713) 527-0925

Los Angeles
1102 Broadway, Santa Monica
California 90401 (213) 393-9635

Miami/Fort Lauderdale
1606 S. E. 17th Street, Fort Lauderdale
Florida 33316 (305) 463-3806

Newport Beach
2014 Quail Street, Newport Beach
California 92660 (714) 751-4800

New York
300 East 40th Street, New York
New York 10016 (212) 682-6700

Philadelphia
1 Buttonwood Square
Philadelphia, Pennsylvania 19130
(215) 569-8733

Phoenix
6122 North 7th Street, Suite 5, Phoenix
Arizona 85014 (602) 279-1000

Pittsburgh
5837 Forbes Avenue, Pittsburgh
Pennsylvania 15217 (412) 422-5100

San Diego
2180 Garnet Avenue, Suite 2A, San Diego
California 92109 (714) 270-7880

San Francisco
765 California Street, San Francisco
California 94108 (415) 391-9911

San Jose
1425 Koll Circle, Suite 103, San Jose
California 95112 (408) 286-9970

Seattle
2112 3rd Avenue, Suite 206, Seattle
Washington 98121 (206) 682-3002

Washington, D.C.
1911 North Fort Myer Drive, Suite LL-1,
Arlington, Virginia 22209 (703) 243-7100

London, England
81 Piccadilly, London W1V 9HF
England 01-491-4078

Cable address: estcentral

Graduates Making a Difference

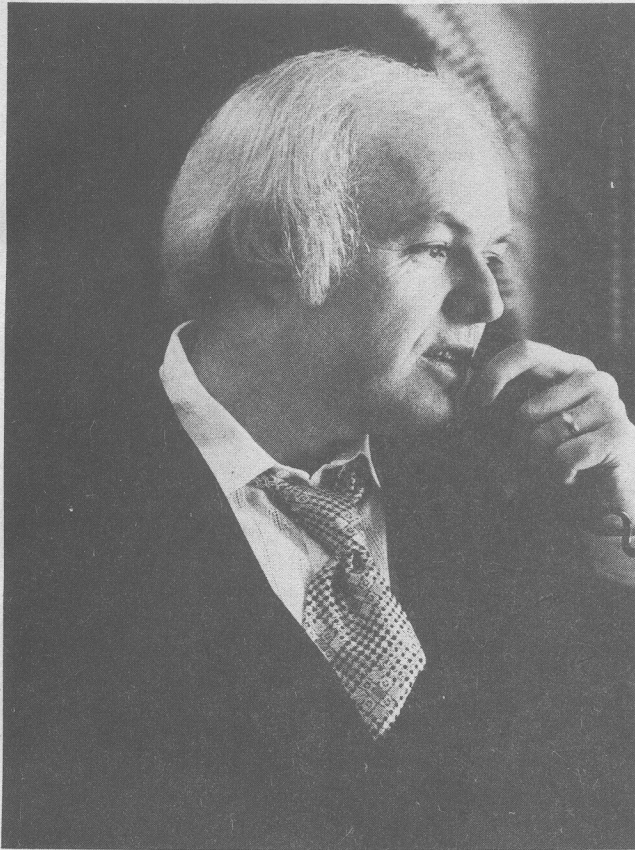
Joel Landau, UPI



Suzy Chaffee

A Rumanian member of the International Olympic Committee is credited with paying Suzy Chaffee what she considers to be her greatest compliment. "Don't you know you've done irreparable damage to sports in the world?" he accused. "You've opened up people's thinking." America's number one skier and 1968 Olympic Ski Team Captain is certainly guilty of that, having championed many causes, particularly in the area of discrimination against women in sports. In 1972, the U.S. Olympic Committee broke a long-standing male tradition and added three women to its board—Suzy, Mickey King and Tenley Albright. They have lobbied for the Amateur Athletic Act of 1978, a bill currently pending in Congress. "We've initiated about 50 years of progress," Suzy says. "There are now six women on the USOC Board. However, there are still no women directors on the International Olympic Committee." She once made a study of the ancient Olympics and concluded that they were 200 years ahead of us. "Their success was due to their openness—they didn't operate under a double standard. All wars were stopped so that heads of state could get together under friendly conditions." But progress is being made. "Sure, there's still discrimination, but there's also something to cheer about," she says enthusiastically. Thanks in large part to Title IX legislation (a federal law requiring schools and colleges to provide equal opportunity for female students in physical and sports education by July of this year), there has been a 600 percent increase over the last seven years in the number of girls participating in high school varsity sports programs. And since a meeting Suzy set up with Vice President Mondale in February, he has made a personal commitment for strong enforcement of Title IX. "In order for women to develop their full potential and be fully effective, Suzy points out, "we have to use our whole bodies, our whole minds. Because some of us missed early sports encouragement doesn't mean that we are ever too old, or that it's too late. When your body cells are multiplying during your youth it affects your thinking and that is why youth is idealistic. But when you hit 25, that's when your body cells start breaking down and aging and your thoughts become negative unless you compensate in sports." Suzy applauds the recent study by the President's Council on Physical Fitness which stated that exercise and nutrition can do more for the health and longevity of Americans than all of medicine combined. Her voice projects energy and foresight. Perhaps the reason Suzy Chaffee appears to be such a natural achiever is that, as she says, "Being effective is fun."

Allen Hicks



David Hammond

"Until I took the *est* training, anything that wasn't on the front page of *Variety* wasn't happening," says David Hammond, a former production executive and associate producer with MCA Universal Studios. "It changed my whole direction." Today David is the publisher of *New Realities*, one of the new magazines that have sprung up around the consciousness movement. In January, David and his partner, editor Jim Bolen, along with the staff, worked out the magazine's purpose: "To communicate and demonstrate that positive personal transformation is inherent in everyone." "It's incredible what has happened since then. We now have a context to work from so that the information we put out is to help people in their own transformation. We're coming from a holistic point of view, of the mind, body and spirit. We tend to look at the glass half full as opposed to looking at the glass half empty," David says. "We want people to see what's going on so they can participate. For instance, *New Realities* is planning an article on how the *est* training has changed the direction of people's lives. (If you have an experience to share, write to me at *New Realities*, 680 Beach Street, Suite 408, San Francisco, CA 94109.) It was our personal evolution that brought us to this point, the need Jim and I had to be of service." The latest issue sees the start of a new series called Tools for Transformation. "We want to give people tools they can apply to their everyday lives, immediately." One recommendation David makes is that you make a list of all your positive attributes. "When you look at that list again you'll think, 'Hey, I'm a pretty terrific person.'"

Linda Edwards



Joe Edwards

In 1973, a newly elected commissioner of Pitkin County, Colorado, missed the first day of the training. Joe Edwards was being sworn in. From the time he moved from Houston to Aspen in 1967 and defended seven long-haired people in one of Colorado's first civil rights suits (they'd been arrested under Aspen's vagrancy and hitchhiking laws), he's been an activist interested in keeping a healthy balance between people and their environment. Joe had run on a Stop-the-Growth campaign, pointing out that Aspen, the center of his constituency, was doubling its population every 3½ years. "Aspen does have character. It's an old mining town and it could have been destroyed." Today, Aspen continues to grow, but at 3½ percent per annum instead of 22½ percent. "Since the *est* training, I've come to realize that you don't always need to argue other people into agreement. Now I tend to propose a range of solutions, and in discussing them people discover the one that works best for them. A lot of battles have been fought, but everyone is happier now. The real estate market and the economy are still healthy." Just as important is the environment which has been protected — 87,000 acres of wilderness area within walking distance of town, a maze of trails, less traffic. Joe's latest confrontation has been with the U.S. Bureau of Reclamation over a proposed water diversion project which would take water from Pitkin County to new development areas on the eastern slopes of Colorado. "It appears we will obtain enough water so that the fisheries and wildlife will be maintained. The streams will remain alive."

Interviews by Wendy Van der Horst

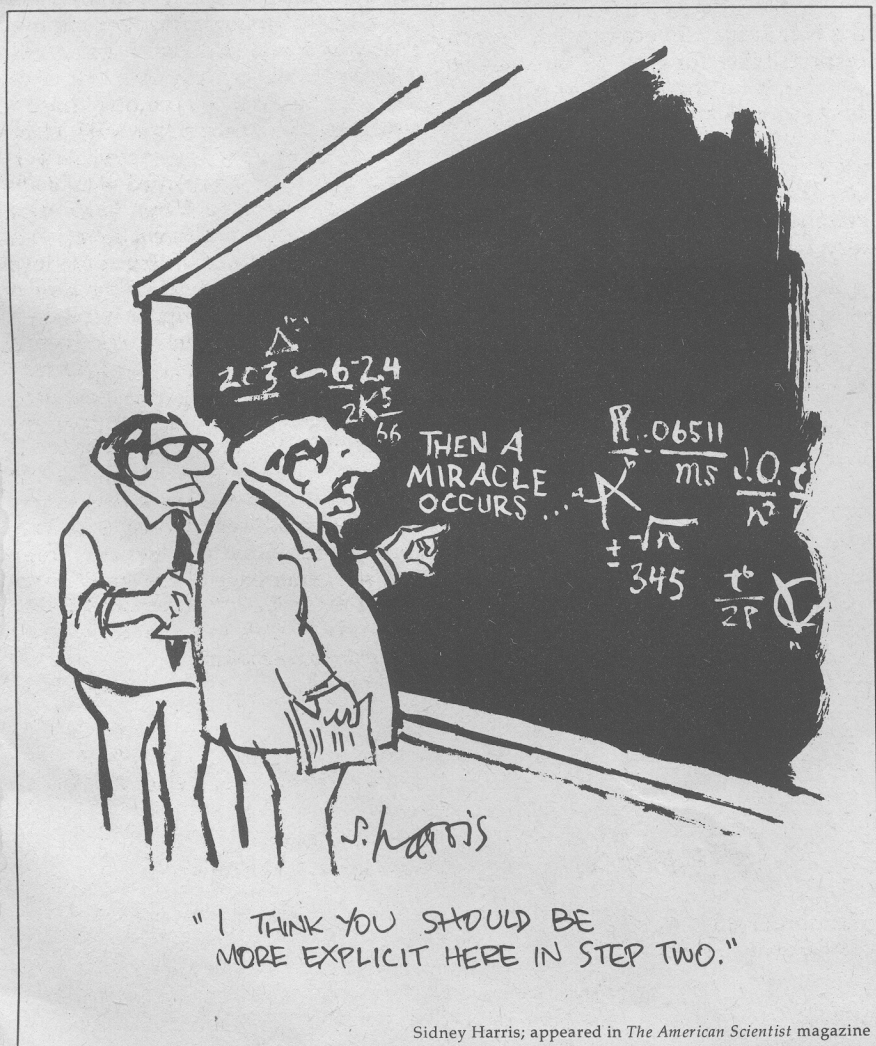


Werner created this series to give people the opportunity to become clear about what their lives are about. You will have the opportunity in the seminar to do that, then to discover and experience that you actually *can* make a difference in the world. You'll get in touch with what blocks you from making a difference and be supported in having these blocks begin to clear up.

Every participant will discover the answer to the question "What can I do?" and make a commitment to that answer.

The Hunger Project Series is an exciting, entirely new, demanding and challenging 7-session series. There will be videotapes of Werner, processes and small group exercises.

To register, please call your *est* Center in the city where you want to take the series. Tuition is \$30.



Sidney Harris; appeared in *The American Scientist* magazine

Starting Dates for The Hunger Project Seminar Series

- Berkeley/Oakland
Tuesday, March 28th
- Boston
Tuesday, March 28th
- Chicago
Thursday, March 30th
- Denver
Thursday, April 13th
- Honolulu
Thursday, March 30th
- Los Angeles
Monday, April 3rd
- Newport Beach
Monday, March 27th
- New York
Thursday, April 6th
- San Diego
Monday, April 3rd
- San Francisco
Already started
- San Jose
Wednesday, March 29th
- Washington, D.C.
Thursday, March 30th

LETTERS

Of men and gods and devils

Dear *Graduate Review* Readers:

I'd like to share two things about the *est* organization that I'd like transformed (this is jargon for saying there are two things bothering me).

(1) The deification of Werner Erhard.

(2) The rampant belief in something called The Mind.

There's a general attitude floating around that Werner has qualities or abilities no other being has. Twice I've encountered the idea that Werner is conscious while he's unconscious—whatever that means. I love and support Werner. I don't support attributing superhuman powers to him. What Werner is doing *anyone* can do. You could go out tomorrow and create your own training and seminars—hundreds of people have. We're either all gods or all humans, I don't care what you call us. If you're going to deify Werner, deify yourself at the same time.

The *est* Mind is a creation of Werner Erhard and is re-created by *est* graduates. It fills the same function as the Devil in Christianity. It's the scapegoat. "Oh, my Mind is getting in the way again." "Oh, the Devil made me do it." The idea of the Mind is a useful tool until an individual sees that *everything that happens is all right. Nothing goes wrong.* Once this is seen, the idea of the Mind can be discarded. The "Mind" disappears. No one more than Werner knows that the Mind is a lie. He created it, for Christ's sake...

Love,

Bernard

Bernard D. Callaway
El Cerrito, California

Shall we feed the guests?

Dear Werner,

I just realized that life is a party rather than an investment. Feeding all the guests is the least we can do.

Let the good times roll.

Love,

Byl

Wylam Holder
Salt Lake City, Utah

Discovering fire

Dear Werner,

Teilhard de Chardin once wrote: "Someday, after we have mastered the winds, the waves, the tides and gravity, we will harness for God the energies of love. And then, for the second time in his history, man will have discovered fire."

On Saturday, October 1, 1977, at the Felt Forum, I became clear on my responsibility for creating the end of starvation on this planet in two decades as an idea whose time has come.

Thank you for creating the space for each of us to begin harnessing for God the energies of love—and ultimately, for the second time in our history, to discover fire.

Love,

Don

Don Streletzky
Bethlehem, Pennsylvania

Pretending that *est* works

I really got clear during the money course that I can either make things really heavy or just do it and have fun with it. Also I get there is a lot of pretending that *est* works and a lot of pretending that *est* doesn't work. When we can stop pretending, we won't need *est* any more.

I love all of you.

Glenda

Glenda Carroll
Long Beach, California

Playing from a different level

Dear Werner,

I have been seeking admission into the Self-Realization Fellowship ashram for two years and five months. The waiting period has been long and the movement in my life has been incredible, particularly after experiencing the training in November, 1976.

During the training it was clear to me that I was coming strictly from hoping, helping and dreaming with regard to monastic life. In addition, thoughts of sacrifice and loss concerning the closeness of family love and the joys of a personal life were very real to me. Nevertheless, the desire to serve and contribute to mankind remained fixed within me and I continued to prepare for admission into the ashram.

I have just completed the Graduate Review Training, and I am absolutely clear that Self-Realization Fellowship is my family and the purpose and goals of that organization are my own personal goals and life. I am totally certain that I am playing the same game of life, that is, the one that includes love and interaction with a family, having in it the same joys of a personal life *except* it is played from a *different* level—not a *better* level or a *higher* level but a *different* level. It is playing the game of life from the level of organization rather than the level of individual, relationship or family.

Werner, I want to acknowledge you for your infinite bigness and humbly thank you for sharing and recreating for me, through the *est* training, the experience of the transformation of self at the level of individual. And in utter gratitude, I wish to thank you for sharing and recreating for me, through the Graduate Review Training, the experience of the transformation of self at the level of organization.

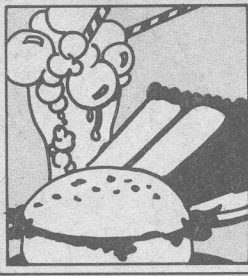
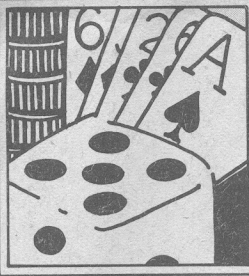
I truly give all my love to you and deepest appreciation.

Sincerely,

Dona M. Rabe

Dona M. Rabe
Los Gatos, California

These letters are printed with the permission of the people who wrote them. The points of view are the writers' own.



Overdoing It

I Don't Know Why I Do What I Do

"Habits?" we say. "I don't have any bad habits, exactly. Just a few things I wish I didn't do." And what do we do with those non-habits?

We hide them ("Who, me? I'm in control").

Justify them ("Chocolate keeps my energy up").

Admire them ("Being late is my style").

Judge them ("If you think mine are bad, you should see his!").

Often we struggle to break our habits, attempting to vanquish them for good. Sometimes we take drastic steps like the 300-pound woman who had her jaw wired shut to keep from eating—she figured her habit was bigger than she was.

Getting unhooked from automatic patterns *isn't* about resolutions or the struggle. It's about choice. That's what the *est* training is about—choice—and getting back in touch with our own natural ability to be self-determining in life.

At the Special Guest Seminars in April, the *est* trainers will talk about choice.

Come. Bring your friends, co-workers, and relatives who are interested in finding out about habits, choice and the *est* training.

Tickets are available in graduate seminars or by calling your *est* Center. A donation of \$1 to The *est* Foundation is requested.

Illustrations by Mary Jane Medved

Special Guest Seminars in April

Atlanta

Thursday, April 27th
8:00 PM

Baltimore

Wednesday, April 12th
8:00 PM

Boston

Thursday, April 13th
8:00 PM

Chicago

Thursday, April 20th
8:00 PM

Detroit

Thursday, April 27th
8:00 PM

Houston

Thursday, April 20th
8:00 PM

Los Angeles

Tuesday, April 18th
8:00 PM

Miami/Fort Lauderdale

Thursday, April 13th
8:00 PM

New Jersey

Thursday, April 20th
8:00 PM

New York

Wednesday, April 26th
8:00 PM

Philadelphia

Tuesday, April 11th
8:00 PM

Phoenix

Tuesday, April 18th
8:00 PM

Sacramento

Thursday, April 27th
8:00 PM

San Diego

Thursday, April 13th
8:00 PM

San Francisco

Wednesday, April 5th
8:00 PM

San Jose

Tuesday, April 11th
8:00 PM

Seattle

Thursday, April 20th
8:00 PM

Washington, D.C.

Tuesday, April 11th
8:00 PM

Moving?

We want your *Graduate Review* to reach you—and we don't want to waste money. The Post Office now charges 25¢ for each returned copy.

Please print your NEW information below and send the bottom half of this page to your local *est* Center. Center addresses and phone numbers can be found on page 11 of this issue.

(Please allow six weeks processing time.)

Name _____

Street Address _____

City _____

State _____ Zip Code _____

() ()

Home Phone _____ Work Phone _____



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San Francisco, CA 94142

(Please note. This address is for Postal Service use only. Address all communications to est, 765 California Street, San Francisco, CA 94108.)

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