

O u t r e a c h

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Mission

The purpose of T.S.G. Publishing Foundation Inc., and The Torkom Saraydarian University is to be a pathway for self-transformation. Our work is based on the Core Values and Higher Principles of the Ageless Wisdom. We offer a complete line of spiritual products and services, including intensive spiritual training on site and by correspondence. T.S.G. Publishing Foundation, Inc. is a nonprofit, tax-exempt organization.

Editorial staff

Gita Saraydarian
Vivienne Pierce
Nurhan Thompson
Julie Rudzinski

The Future is Ours...

Being Influential

(Part 2 on Communication)

By Gita Saraydarian

In the last issue of *OUTREACH* we discussed the tools of communication that are needed to communicate as souls, both in terms of expressing the Teaching and in terms of developing right human relations. In this issue of Outreach we will continue the discussion and focus on the theme of *being influential* and how that is determined.

In *Teaching the Ageless Wisdom* by Torkom Saraydarian it is stated that: "A man is born only for one reason: to be influential. Every human being must try to be influential, to promote enlightenment. That is the first step.

"The second step is that the influence must be beautiful, good, just, free, and joyful. When a person becomes influential, he is on the path of success and growth, but, in the meantime, he is also on the path of dangers and traps. There are many traps in which one can be caught: showing off, self-deception, vanity, acquiring a savior complex, jealousy of others, forcing yourself on others, and many more." (p. 15.)

In order to keep our influence in the world and continue to bring more beauty and light, we must continuously improve. We read books, we listen to experts, and we practice and learn from

our mistakes. When we improve ourselves and cause transformation in our nature, we are able to cause transformation in others.

Also, when we learn to communicate with each other on a deep level (see the last issue of Outreach), we are able to create a pool of knowledge and trust and learn from each other. This pool of experience and knowledge will help us further to become more influential. In presenting our life's events in the most beautiful manner possible, we are saying something very important about the Teaching.

Disciples who take the standards of communication seriously are people who understand that they are working for the actualization of ideals; they are working for the success of the labor. When we take the standards of communication seriously, we are acknowledging that this work is not about us individually. Although it is individuals who do the work, we do know that the focus is not on us, but on the work and how best to get the work out. We understand that we are messengers and our job is to carry the message to others. If the message is **not** carried out, then the field of influence of the Teaching and the Teacher remain narrow. It is up to each of

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us to take the field of influence and expand it, and not let it shrink.

“You are the Word, you are the Presence of God, the Spark of God within you, and you became physical, emotional, and mental bodies. When you talk, the real talk is the manifestation of your True Self which is the Word.” (*Ibid.*, p. 8.) We are the word of God. We have been sent all over the world to show the beauty, the miracle, the infinity of God. In our very existence, in our ability to surpass, to withstand, we stand witness to the majesty of God. In every act of love and sacrifice, we show what God is made of. As conscious disciples, we can be the messengers, the living proof that God exists, Hierarchy exists, the Teaching exists AND, when applied and lived, it works.

COMMUNICATION AND THE AURA

Influential communication needs an integrated aura. When we communicate at a high level, what we are doing is trying to integrate the aura of the recipient. When we are integrated and that integration is expressed, it causes the same integration in the receiver. The receiver, or the audience, may not know what is happening, but there is a feeling of integrity, or harmony, or serenity that is palpable. Our auras are the mechanisms of contact. We speak through our auras and people understand our meaning through their auras. (See *Aura, Shield of Protection and Glory* by Torkom Saraydarian.)

FEELING IN COMMUNICATION

We need to have feeling in our communication. It must not be a dry, academic presentation. This does not mean that we need to be hysterical or act out our emotions. We are not entertainers. Having feeling in our communication means to reach deeply inside us, knowing from our deeply experienced life events, and expressing the Principles of the Teaching from that perspective.

Feeling is not emotion, as we know it. Emotion moves people, but does not last long and does not move people very far. Feeling stays with the listeners forever. “When we speak about feelings, we are not referring to emotionalism or the various dramas or comedies that emotion can create. We are referring to the blooming of inner, heartfelt thoughts. When thoughts turn into words, they stay in space as crystals; but when they turn into feelings, they form a flame, a river which touches the hearts and circulates around the globe carrying a mighty current of uplifting light.” (*Teaching the Ageless Wisdom*, p. 28.)

“Feeling is composed of three elements—light, love, and Intuition. Light is knowledge and thought. Love is heart and life. Intuition is affirmation and psychic energy. In feeling, there are also the combined fires of prana, matter, and mind.” (*Ibid.*)

Think back to any kind of communication that has stayed with you all your life, and it is guaranteed

that it had a lot of feeling in its expression and the person speaking showed integrity in his life. On the other hand, when we see people who speak and teach about the Teaching, yet whose lives are an embarrassment to others, we often ask: How can such a person do these things and say he or she is a student of the Teaching? The answer to that is contained in the following: “Knowledge and information can easily be reflected on the mirror of the mind without penetrating into the being of man. But when thought is assimilated in the heart, it turns into feeling. This is why the ancients used to say, ‘Speak through the heart.’” (*Ibid.*)

So, when we talk, discuss, express ourselves, we must feel the essence of our talk. When we feel the essence, it has fire. When we have a deep feeling for our subject, we have a different feeling about our role in it, our service, and our importance. We would feel how great is the opportunity to be able to do this, to speak to others, to give something to them, to serve them.

Feeling is an electrical charge that fills us and fires up every bit of communication we have. One of the major goals of expression is to be able to uplift or transform others. It is feeling that is going to transform them, not words.

So, when we express ourselves, we must be careful of idle, useless speech, speech made just to fill space. Communication with feeling means that our communication has

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depth, beauty, accuracy, and co-measurement. If we are truly committed to an idea, then we express it with feeling and we see the effect it has on others.

Feeling comes from how we feel about our subject: Do we truly love it? Do we know and understand it? Have we practiced it? Do we know its challenges? Have we experienced the triumphs and failures of our path? Or, is it just mental gymnastics that we are doing?

Feeling also comes from how we feel about the audience. Some think people are “cattle” who need to be directed. Some demean others by not “listening” to them and trying to find out what their needs are. Some disregard others and continue with their own agendas. Yet others love and respect people, and they gear their messages to the needs of the moment, being careful to tie in the need and the Higher Principles as they have lived and experienced them.

HEART IN COMMUNICATION

The next thing that influences people is when we put our heart in the communication. We must put our heart, our presence behind our words. Again, it is not forcefulness, not entertainment, that will get our message across, but our heart. We must be present; we must not speak like tape recorders. Instead, we must back up everything we say without allowing our subconscious to take over.

How does the subconscious enter into our communication? When we are not present, when we are absent and we talk, the subconscious patterns take over. When we are in pain, feeling rejected, feeling depressed, the words, the talk are going to come out of the subconscious. Whenever we are not totally there, we can be sure that what comes out of us is not truly us. Many times we will hear or see really abusive language or behavior from people, and we will say, “That is not really he or she, for they are really nice inside.” That is an example of the subconscious taking over. The subconscious also interferes when we are not totally sure about our communication. For example, when a person is speaking about certain family values that he is not

one hundred percent sure about, the information he is giving, his speech will reflect that conflict.

We must be sure of what we are going to say, say it with conviction, and be very clear about it. If in doubt, do not talk about it. Whenever we have doubts, personal agendas, or fears, our subconscious mind will float its debris to the surface of our communication. (See *The Subconscious Mind and the Chalice* for information on this topic.)

ENTERTAINMENT VS. JOY

Another key to soul expression and being influential is not to be a joker, an entertainer. Those who are most influential in building the true culture and civilization, one that lasts for hundreds of years and causes human transformation, are those who are solemn, serious, and beautiful in expression. They give ideals and principles on which a better future can be built. Whenever we turn into jokers, we start building our vanity. When we show off, we put ourselves first before the message. Being a joker reverses our current, and our energy is wasted. There are people who constantly make jokes about the Teaching, who make light of life’s principles and show utter lack of respect. These people think that such behavior is conducive to learning. In communicating the Teaching, we take the principles seriously and we impart them with joy, respect, nobility, and love.

When the disciple becomes a public speaker, his or her communication is visible to all. So, it is time that we take into consideration just what we are saying, what we are writing, what we are communicating about ourselves. The more we communicate our personalities, the more dangerous it is. We must never speak about things we do not truly know. If we show dishonesty, it will reflect on us and on the Teaching that we are representing.

SIMPLICITY IN COMMUNICATION

Great Ones display simplicity. “Simplicity must be your keynote—simple words, simple examples, simple phrases, as much as possible.” (*Teaching the Ageless*

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Wisdom, p. 21) Simplicity is a very important indicator that the person is not full of ego and vanity. When the person is overly complicated and does not fit into the needs of the audience, it shows exactly what he is all about: he is operating in a vacuum. He does not have high regard for his audience, he does not trust his inner being or his experiences, and he is hiding behind fancy words. This does not preclude using the proper language, the proper vocabulary to fit the topic and the audience. If you are a professional person, you have already learned the vocabulary of your profession and know when to use it. This does not mean that you communicate the same way regardless of the topic and regardless of your audience. We must be flexible enough to switch gears.

When we read some of the most famous speeches of great leaders, we see the lack of pretense and lack of technicality. The speeches are fluid in their simplicity and full of impact.

Consider for example any communication from any creative artist, writer, leader, or poet. What impact has that had on your life? What speech has moved you most? What artist has moved you most? What musician has moved you most? What book has moved you most? What movie has moved you most?

The qualifying factor in all these examples is that the speaker was passionate about the message and delivered it with deep feeling.

THE LAYERS OF THE THINKING PROCESS:

“We are told that thinking has two main layers, external and internal. External thinking is expressed through words, but internal, deeper thinking is expressed through feeling. There are feelings that cannot be expressed in words. Such thinking has a great influence on people. (*Ibid.*, p. 27.)

For example, if someone is telling you to support a good cause but the person is not 100% committed, the receiver is going to feel this lack of commitment and is NOT likely to support the person's cause.

“Feeling is expressed through a gesture, movement, voice, or exclamation, which tells much more than words do.... Thoughts expressed through feeling can move people and lead them into striving, but dry words do not touch their hearts. When thinking is expressed through feeling, it immediately affects the etheric centers, charging them and inspiring them into activity.” (*Ibid.*, p. 27.)

Feeling is always present as an undercurrent to our communication, and if we feel deeply about something, it is going to come out.

It is deeply felt beliefs that will move people, not forcefulness nor words. These do not touch hearts, feelings do. A heroic action is not taken because someone spoke words, but because someone put feeling into the words.

Knowledge and information are reflected from the mind and into the mind. Without feeling they do not penetrate to where they can take root. But when feeling is present, they go to the heart and turn into action. The ancients used to say to speak from the heart. So when we communicate like tape recorders, we close the path to the heart.

Feeling does not mean emotionalism and hysteria or comedic dramas. Feelings are “the blooming of inner, heartfelt thoughts. When thoughts turn into words, they stay in space as crystals; but when they turn into feelings, they form a flame, a river which touches the hearts and circulates around the globe, carrying a mighty current of uplifting light.” (*Ibid.*, p. 28.)

TRAINING FOR BETTER COMMUNICATION

Disciples who want to be effective communicators must go through a period of self-training, during which they must be aware of how thoughts can be expressed in feeling. For example, singing is one form of training, sacred dancing is another. The information that we find in books and lectures is for facts, inspiration, and gaining confidence. But the impact that the individual will have comes only from inner transformation. For the deepest impact, here are some qualities that will help us transmit our inner fire:

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Current Events

NEW BOOKS

As we go to press with this issue, it has been confirmed that our two newest books will be delivered by the week of August 20th. *Dynamics of the Soul* (\$25.00) and *Talks on Agni, Vol. 3* (\$35.00) have long been awaited and we are thrilled to have these newest addition to our family of books. If you are a book club member, you will be receiving your copies shortly.

FULL MOON LECTURE TAPES

Full Moon Lectures given by Gita Saraydarian are now available on audio tapes. You can order individual tapes or be a regular subscriber and automatically receive each new release.

Each tape is \$7.00 plus \$3.00 postage and handling.

BOOKS ON SALE

We continue to offer our customers the best service and best prices on books, booklets, and music. TSG has truly become the gateway for Torkom's books and creative works. We are constantly improving and adding to our services. Many of our books are still discounted at 40% and more. First edition copies of books and booklets as well as books with slightly damaged covers are still available at 50% or more discount. If you do not have a copy of the sale list, call us for a list or visit our website.

LIBRARY GIFT BOOKS

UNITED STATES LIBRARIES:

We have a large number of the first edition versions of *Sex, Family and the Woman in Society*, *Woman Torch of the Future*, *I Was, Torchbearers*, as well as *Esoteric Look at Hatha Yoga* by Dr. Selak. We are donating these books free of charge to libraries in the United States. At this date, 55 boxes have been mailed. We are planning to ship at least ten boxes per week. Generous disciples have already sponsored a total of 224 gift boxes! Our goal is to send 20 boxes to a random

selection of libraries in each state. That would be a total of 1000 boxes. If you would like to sponsor a library, you can donate \$5.00 per box for shipping and handling charges.

INTERNATIONAL LIBRARIES

For all our friends overseas: If you would like to donate these books to public libraries in your hometown, please send us their addresses and contact person. We will determine the shipping charges and let you know. The books will be shipped via surface to keep the cost at a minimum.

REPRINTS

A reprint of *Prayers, Mantrams, and Invocations* will be delivered by August 30th. This is a wonderful collection of prayers from various sources. It is spiral bound for lay-flat reading. We have combined the earlier booklet, *Five Great Mantrams of the New Age* with it to make a one-volume booklet of prayers. (\$10.00 booklet). Other booklets will be reprinted sporting new covers and up-to-date formatting.

The 3rd edition of the classic book *Joy and Healing* is now getting ready to go to press. We anticipate it to be ready by early winter. This has been an inspiration to many people over the years, and we are happy to continue to offer it.

THE TORKOM SARAYDARIAN UNIVERSITY

Fall Classes will start in September. The second year's coursework will cover the topic of Other Worlds. If you would like to join us on site or by correspondence, please contact us. The University is also available on-line. You can start any course at any time on-line or by written correspondence. Our courses, tapes, and meditations will all be available at www.TorkomSaraydarianUniversity.org

NOVEMBER CELEBRATION

The fifth annual Torkom's Birthday Celebration will take place on November 3rd in Cave Creek, Arizona. We hope many of you can join us. Look for details coming soon in your mail.

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- Fiery heart feelings, such as joy, admiration, wonderment, serenity, etc.
- Radiation of the soul's contact with higher spheres
- Actualization (We must show that we are ready to walk our talk.)
- Magnanimity (radiation of your spiritual achievement), respect, admiration, deep love for the souls of others, a continuous flow of joy and solemnity
- Dramatization, which is an effort to make the essence of your communication visible and audible.

If the above points are not actualized, this can turn into a comedy and a burden. (Adapted from *Ibid.*, pp. 30-31.)

CO-MEASUREMENT

Co-measurement is the key in all communication. Co-measurement means having both vertical and horizontal relationship in your communication.

Vertical communication is the contact we have with something that is higher than our personality, that is connected to our soul. It can mean contact with our Solar Angel, Hierarchy, or higher.

Horizontal communication is the sacrifice and service aspect of our work. We measure everything we do with the highest contact, and, utilizing the soul in us, we express and serve.

The driving power of co-measurement is **psychic energy**. Psychic energy is an energy that is a combination of fire, love, and light. Fire is the symbol of willpower. Love is the door of the Law of Compassion, symbolized by the Christ concept. Light is the radiation of the Holy Ghost, the truth, and the wisdom.

The Fire of Space forms the basis for psychic energy. That is why we know that a person with psychic energy is attractive, energetic, and fiery. But this is not the energy of the personality, but the soul. It is not forcefulness, demanding, pushy, controlling. It is not necessarily loud, insisting, or fancy. It is deep, and

everyone knows when a person has it. It is an inner quality that radiates out of our every expression.

When we see how seemingly simple men and women captivate the world with their leadership, we see the operation of psychic energy.

When we first start to think consciously of how to communicate, we may get so nervous that we do not know what to say. Relax. If you work on the inside, nothing will stand in the way of having others understand you. You will be able to express yourself regardless of your handicaps, language difficulties, or shyness. So, work on the inside and the rest will radiate. I have seen great communicators who dressed very simply and not at all fashionably, who spoke through tremendous language difficulties, yet managed to get their message across. I have read many speeches from great leaders of our times, and their impact is not in the complexity of the language, but the simplicity, the co-measurement, the love that exudes from their words.

Psychic energy comes to us and is made an integral part of us when we start operating for the good of others and for the service of the Teaching in every aspect of our life. When we have psychic energy, our love is directed, our will is directed, and our light is directed. It is this energy of direction that facilitates the accomplishments of so much.

(There are methods that can be used to increase our psychic energy. See for example, *A Commentary on Psychic Energy* by Torkom Saraydarian.)

In the process of communication, the psychic energy gives us the power of co-measurement. It helps us consider all possible viewpoints and approaches and reach a conclusion that is a synthesis and the best approach that fits the need.

When we have psychic energy, we are able to contact higher planes with our developed senses and are able to synthesize all the various contacts into an understandable whole.

When we accustom our minds to think in terms of psychic energy, we will be able to feel the living network of the energy in our life and surroundings.

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Co-measurement means the ability to consider all viewpoints and angles of approach. It is also our ability to expand our consciousness to the viewpoints of Higher Beings. For example, we can try to formulate our communication from the perspective of a great Teacher, a Master, and the Solar Angel. We can think: What is the larger picture, what needs to be said here or done here? How can my communication fit into the larger whole? What is the larger whole that I need to consider when I deliver this lecture, that speech, or that conversation, or that writing? What is the overall picture that I need to remember every day of my life?

“Psychic energy is also an agent of communication. It is the energy which arranges or organizes conditions in which certain people meet each other. People do not consider the seriousness of meeting certain people, but then they see that many things in their life change, many doors open and new creative cycles start after they met that person.

“Such meetings are arranged by psychic energy to promote progress and advancement. New chemistries and energies are created. New visions are seen. New efforts are made by a person when he meets a certain person.” (*A Commentary on Psychic Energy* by Torkom Saraydarian, pp. 66-67.)

It is this impression and inter-relation of psychic energy between

people that brings people together over many ages. These re-groupings with our teachers and co-workers give us fresh opportunities to higher striving.

Psychic energy makes us meet people to solve problems and learn to cooperate with each other on higher spirals of service. It gives us the opportunity to clear karmic debts and establish better relationships. Our family relations, friend relations, co-worker relations, teachers and student relations are all brought together because of psychic energy. In the Teaching it is suggested that if we analyze these in detail, we can reveal many secrets. All of us are brought together because of past psychic exchange.

We can see then the most important role that communication plays in every aspect of our life.

THE LAW OF RELATIONSHIP

Synthesis is the keynote of the New Age. We see great emphasis on the idea of holistic thinking and living taking root in humanity. In the past our emphasis was on possessing, enslaving, exploiting, owning. In the future, we are working toward sharing, setting free, giving of our talents and time, meeting the needs of others, accepting others as equals, renouncing our possessions, and seeing life as one whole that includes all parts of nature.

This new thinking is built on the conscious application of the Law of Relationship. When this Law begins to be applied in greater areas, we will

see the holistic approach to each of the seven fields of human endeavor.

We are approaching the science of communication specifically in this way: How to see the person who sends the message, the message itself, the receiver, all to be one whole, and to form a part in the whole surrounding. Or, how to put our entire communication into the larger picture so that whatever we communicate fits into the whole.

“...[T]he science of communication and contact is the science which will eventually eliminate the psychological cleavages within the man and humanity and the cleavages found between man and Nature. As we eliminate cleavages within our etheric, astral, and mental realms, the life energy will increase within us, within nations, and within humanity. As the life energy increases, our creative powers will increase. Then the joy of life will circulate within us and within the planet more fully.” (*The Creative Fire* by Torkom Saraydarian, p. 165.)

(Adapted from a lecture given by Gita Saraydarian at the Wesak 2001 Annual Conference in Sedona, Arizona)

If you wish to study the art of communication as a soul, we recommend a close study of the manual by Torkom Saraydarian, *Teaching the Ageless Wisdom, Laws of Successful Communication*. A home study course based on this manual is available. Contact us for details.

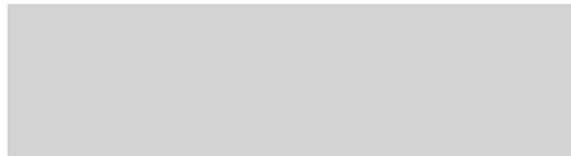
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The Future is Ours...Being Influential

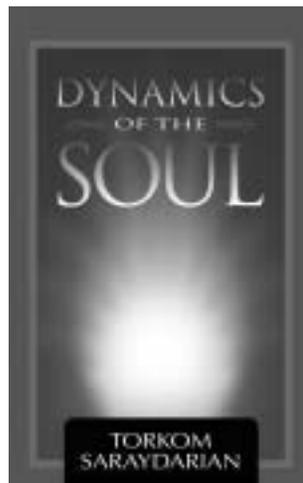
New Books

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Dynamics of the Soul

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352 pages; \$25.00
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Talks on Agni Vol. 3

The *Talks on Agni* series of three books are a wonderful way to feel the energy and insight that Torkom put into the Teaching. Reading these books give you a powerful connection to the Teaching of the Living Ethics. you will feel as though he were speaking directly to you! With the great reception of Volume 2 we are very excited to bring you volume 3.

543 pages; \$35.00
ISBN: 0-929874-85-4



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