



**H O F F M A N  
I N S T I T U T E**



*Steven Belkin is chairman and founder of the Trans National Group (TNG) in Boston, a privately held corporation he started in 1974 with a credit card and small investments from close friends. Today, TNG has grown, to \$175 million in annual sales and more than 300 employees*

*In 2003, Steve realized a dream to become a principal owner of the NBA Atlanta Hawks and the NHL Atlanta Thrashers.*

*Steve's wide-reaching community commitments include trusteeships at the New England Sports Museum and Temple Beth Elohim, and leadership roles with the Anti-Defamation League, the Combined Jewish Philanthropies of Greater Boston, and the Group Clinic for Children at Boston City Hospital.*

*He and his wife, Joan, have served on numerous charitable boards. Both are members of the Hoffman Institute Board of Directors*

# The LIGHT News

WINTER 2005

## The Balance of Success

From a Presentation by Steve Belkin at the Family Firm Institute Annual Conference October 8, 2004 in Cambridge, MA

*Hoffman Advisory Board member David Bork is one of the world's leaders in the field of business consulting to family businesses. As founder of the "Aspen Family Business Group," David has had in-depth, long-term involvement with some 400 family businesses.*

*This past October, David Bork invited Institute President Raz Ingrasci and Hoffman Graduates and business owners Steve Belkin, Jim Chaplin, and Paul Mazonson to participate in a panel presentation at the Family Firm Institute Annual Conference 2004 in Cambridge, MA.*

*Their presentations focused on how their Hoffman Process experiences had influenced their personal and business lives. The following is excerpted from Steve Belkin's remarks.*

I received a lot of positive family patterns that were passed from generation to generation. Fortunately, both of my grandfathers were successful entrepreneurs. Unfortunately they both lost all of their wealth and their businesses during the Great Depression. My father picked up the tradition of being an entrepreneur and he started his own businesses.

So the positive tradition of starting your own business is something that was passed along to me. But with that also came negative patterns. Some of the beliefs that were most helpful to me in being a successful entrepreneur also had very negative aspects.

Among those negative patterns was, "more is better." More-is-better is a pattern that helped me early on in my life, but once I achieved a certain level of success I felt an emptiness inside myself. The belief that more is better did not produce happiness.

Another negative pattern was, "money makes you happy." When I was growing up my mother and father often had conflicts over finances and my mother would often turn to me and say, "If only we had money, we would be happy." So, fortunately, I was very motivated. I worked very hard. I became very suc-

cessful. Again there was not only a positive aspect to that belief, but it also had a negative component in it. Money did not produce happiness.

A third negative belief that drove me was, "I am my money." Who you are is how much money you have. Who you are is how many trophies you have. So that also served me very well for a while. I was clearly a very hard working type-A personality, but once I achieved a reasonably high level of success I had a feeling of emptiness and I always had to do more in order to try to feel good, and then I would do even more. I'd win another trophy and that would maybe feel good for a day or two and then the emptiness would come back.

In 1991, I did the Hoffman Process. At that time I was also having communication difficulty in my marriage. My wife, Joan, had certain beliefs and I had other certain beliefs. When we first got married the different philosophies kind of complemented each other. But then, after we had been married for several years, we went from complementing and appreciating each other's differences to trying to prove which view was right, hers or mine. Joan was very happy that I went through the Hoffman Process because it helped me become aware of my negative patterns. I really became aware that while I had many great "masculine" qualities, my wife had a lot of wonderful "feminine" qualities, and her family was more characterized by feminine qualities.

I discovered that my wife could be my best teacher and that I could become a much more

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***“The Hoffman Process was probably the most profound experience I ever had – the most enjoyable, growth-filled week of my life.”  
- Steve Belkin***

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whole person if I developed not only my strong masculine qualities, but also more of my feminine qualities. Some of my wife’s qualities that are much more feminine-oriented are “balance is success,” rather than money being success; “happiness is appreciating what you have” instead of the more you have the happier you’ll be.

“I am who I am” was her philosophy. It’s more about who you are inside, while my philosophy was that it was more about all the external toys you had that defined who you are.

So the Hoffman Process changed me significantly. It was probably the most profound experience that I ever had. It had the greatest impact of anything that I’ve ever done. It was the most enjoyable, growth-filled week of my life. It was the biggest gift I’ve ever given myself and also the biggest gift I’ve ever given to my loved ones; because as I changed, somehow they also seemed to change the way they interacted with me.

A few other significant changes since I did the Hoffman Process are that, first of all, I started to re-define what success is. Success now is not how much I have, but that I have a balance in life. I became clear that there are five aspects of my life that I would have to give time to no matter what and that I have a choice in making positive proactive time available. I not only have a choice in how I use my time but, also, what attitude I bring to the many aspects of my life.

The five areas that we have to give time to are first, yourself. If you don’t take good care of yourself, if you don’t stay healthy, if you don’t exercise and spend positive proactive time, eventually you’re going to get sick and you’re going to have to live in negative reactive time.

The second area is your relationship to your significant other or your spouse. If you don’t spend positive proactive time with that person eventually you’re going to spend negative reactive time because your relationship will deteriorate and you will have to go through tremendous pain.

The third priority is your relationship with your children, if you have children. If you don’t devote positive proactive time and show attention and spend quality time with your children, eventually they’re going to

act out and you’re going to have to spend negative reactive time with them.

The fourth area is work. We all spend more than enough time at work so you have to figure out how to reduce work time and find balance between work and your personal life.

The fifth area is community. If you don’t give to the community and spend positive proactive time supporting positive social programs, eventually that’s going to come back and hurt all of us. We will have to spend negative reactive time because there will be more social problems and there will be more crime.

So back in 1991 I really got inspired to give to the community. I have redefined my life and I now give about a third of my time and energy to the community, with non-profit charitable activities. It turns out that a lot of the emptiness I had experienced was because I was trying to fill myself up by doing and taking. I had the negative belief that you fill yourself up by being a taker, by accumulating more. After the Hoffman Process, I really discovered that I actually fill myself up by giving more. As I give, I receive and generate more positive energy. The joy of giving is really what can fill the inner emptiness that I think so many of us type-A personalities experience.

I encouraged my father and my mother to do the Hoffman Process. My father was 80 years old when he did it. I’ve had my brother and my sister do the Process. My wife Joan and my daughter Julie have done it as well.

I’ve had executives at my company do the Process. We’ve had a lot of friends who have done the Hoffman Process, probably 30 to 40 friends that we talked to several times about the Process. All of their reactions are the same: after they resist us for 5 years, 10 years, 15 years, they finally take the Process and then they say, “Why didn’t you get me to do it sooner!”

I’ve done a lot of personal growth; I’ve had a wonderful education. I went to Cornell. I went to Harvard. I’ve accomplished a lot, and I have given a lot back, but really the most significant thing and the greatest accomplishment in my life was doing the Hoffman Quadrinity Process. ■

## Q<sup>2</sup>: MASTERY OF YOUR FUTURE/SUCCESSFUL LIFE TRANSITIONS

- Empowering
- Transformational
- Deepening
- Reaffirming

### About the Q<sup>2</sup>

This three-day residential weekend blends the experiential learning techniques of the Hoffman Quadrinity Process with advanced work, which you can apply to specific areas of your life.

You will explore ways to empower your future; expose and be rid of vicious cycles and patterns not previously revealed; renew your Spirit and strengthen your connection to other Graduates. Building on your earlier work, and drawing on the dynamic and vital energy of the group, you will achieve a deep confidence in your ability to successfully meet all of life's challenges.

### New East Coast Q<sup>2</sup>

You have been asking for an East Coast location, and now we have one – join us for a Q<sup>2</sup> in June, at our newest location: Madison, Virginia (at the Sevenoaks Pathwork Center at the base of the Blue Ridge Mountains).

### Increase Tuition

Unavoidably, tuition for all Q<sup>2</sup>s will increase to \$995 beginning Monday, May 1, 2005. But you can *take advantage of the old rate of \$895* for any Q<sup>2</sup> in 2005, if you place your deposit of \$200 on any 2005 Q<sup>2</sup> no later than close of business on April 29. So check your calendar and give us a call at the office to secure your space. These courses are already filling—don't miss out!

### Logistics

Tuition includes room (2 nights, based on double occupancy), meals, course materials, and superior teaching. Registration is on Friday morning at 9 a.m., and the course ends on Sunday afternoon by 5 p.m. A \$200 non-refundable, non-transferable deposit is required to enroll.

### 2005 Q<sup>2</sup> DATES & LOCATIONS

**California** (Napa Valley)  
February 4-6, 2005 (sold out)  
April 8-10, 2005  
July 15-17, 2005  
Sept 16-18, 2005  
Oct 21-23, 2005

**Wisconsin** (Madison)  
May 13-15, 2005

**Virginia** (Madison)  
June 17-19, 2005

### TO REGISTER:

- 1) Call us at 800/506-5253, or
- 2) Online at <http://www.hoffmaninstitute.org/registration.html> then click on "Register now via our Secure Server."

If you have further inquiries about any graduate course, please email [registration@hoffmaninstitute.org](mailto:registration@hoffmaninstitute.org), or call us at 800/506-5253. ■

**Q<sup>2</sup>: 3 Day Course**  
***"You will explore ways to empower your future, rid yourself of vicious cycles and patterns not previously revealed, and achieve a deep confidence in your ability to successfully meet life's challenges."***

## MONTHLY PROCESS INFORMATION TELECALLS

**Share the Process:** On the first Tuesday of the month at 5:00 PM Pacific time, the Hoffman Institute presents a wonderful introductory telecall led by Liza Ingrassi, Managing Director, and a Hoffman Process Teacher. People call in and ask questions, or simply listen. Hoffman graduates are also invited to join the call and share their experiences. Most people who join the calls later take the Process.

Invite your friends and family to participate. No reservations required. Just call and punch in the passcode. That's all there is to it!

We look forward to meeting with you and your friends.

**When: First Tuesday of every month at 5:00 PM (Pacific time)**

**Number: 800/416-8128, pass code 240313# (you must include the #)**

**Cost: FREE – No RSVP is Required. Just call in and punch in the passcode. ■**

## HOFFMAN QUADRINITY PROCESS SCHEDULE

### COMMUNITY CONNECTION

### CEREMONY OF INTEGRATION

*Re-experience the  
power of the  
Ceremony of  
Integration*

*ON THURSDAY  
NIGHT OF ANY  
HOFFMAN  
QUADRINITY*

*PROCESS NEAR YOU.  
THE 1.5-HOUR  
GUIDED MEDITATION  
IS FOLLOWED BY A  
CELEBRATORY  
DINNER AND  
SHARING TIME.*

*(Please note: Parents,  
spouses & partners  
of current  
participants cannot  
attend.)*

*TO RESERVE YOUR  
PLACE, call  
the Institute by  
the Monday  
preceding each  
Ceremony.*

**800/506-5253**

*Cost is \$18 for  
dinner. Plan to  
arrive by 4:15 PM  
to attend Ceremony  
of Integration at  
White Sulphur  
Springs, ask about  
the 10% Hoffman  
Graduate lodging  
discount. ■*

#### California:

Site in **Napa Valley**  
January 28–February 4, 2005  
February 11–18, 2005  
February 25–March 4, 2005  
March 11–18, 2005  
April 1–8, 2005  
April 15–22, 2005  
April 29–May 6, 2005  
May 13–20, 2005  
June 3–10, 2005  
June 10–17, 2005  
July 8–15, 2005  
July 22–29, 2005  
August 5–12, 2005  
August 19–26, 2005  
September 9–16, 2005  
September 30–October 7, 2005  
October 14–21, 2005  
October 28–November 4, 2005  
November 11–18, 2005  
December 2–9, 2005  
December 9–16, 2005

#### Massachusetts:

Site in **Sheffield**  
May 13–20, 2005  
July 15–22, 2005  
September 23–30, 2005

#### Rhode Island:

Site in **Little Compton**  
February 25–March 4, 2005  
November 4–11, 2005

#### Wisconsin:

Site in **Madison**  
June 17–24, 2005  
October 28–November 4, 2005

### TELECLASSES

TeleClasses are one of our most popular continuing-growth formats and this year we are bringing you even more than before!

TeleClasses are a wonderful way for you to get connected to the Light and deepen your use of the Tools. From the privacy of your own home, you call in to a toll-free number where, under the guidance of a Hoffman Teacher, you will travel into the Light to gain further awareness and greater self-appreciation.

Classes are an hour long, and will take place on the 2nd Wednesday of every other month beginning at 4:30 PM (Pacific time).

**March 9, 2005 – Intuition: Listening to Your Inner Voice** with Barbara Comstock  
**May 11, 2005 – Relationships in the Light** with Anne Simon-Wolf  
**July 13, 2005 – Renewing Work Spirit** with Kani Comstock

The cost of each TeleClass is \$25. This covers your participation in the hour-long call, and provides you with a special toll-free 800 number to access the class. Join in on the next course and nourish your Quadrinity with Light and love. (Due to their increasing popularity and our commitment to maintaining quality calls for all involved, these courses tend to fill up very fast. You may want to plan accordingly.)

**To register: Please call us at 800/506-5253** and speak to anyone on our enrollment team. You can register quickly over the telephone with a credit card, or you may mail us a check for the amount of tuition along with your chosen course date — and — we're working on getting you online registration for the future!

## GRADUATE GATHERINGS: LOCAL SUPPORT GROUPS

### Arizona

#### Phoenix/Scottsdale

Contact Ann Salmon  
t.p.salmon@att.net  
or Eric Davis  
480/967-7538

### California

#### San Anselmo

Contact  
graduates@hoffmaninstitute.org  
800/506-5253

### East Bay

Contact Linda Elmer  
510/381-3094 or  
Brett Sharenow  
hoffmangrads@broadscope.com

### South Bay & Peninsula

Contact Joyce Weissman  
sbaypengradcomm@yahoo.com  
(email preferred)  
408/268-0242

### Santa Barbara

Contact Linda Ruffin  
LRuffin4@aol.com  
805/569-6859

### Los Angeles Area

4<sup>th</sup> Monday of the month  
Contact Roberta Falke  
310/273-5266

### Orange County

2<sup>nd</sup> Sunday of the month  
Contact Mike Sullivan  
mike@mjs1.com  
949/645-3005

### San Diego Area

2<sup>nd</sup> Thursday of the month  
Contact Pamela Yates  
pj\_yates@yahoo.com  
619/227-9011

### Colorado

#### Boulder

1<sup>st</sup> Sunday of the month  
4:00 - 6:00 PM  
Contact Ann Singer  
asinger912@aol.com  
720/565-1947

### Florida

#### Miami Beach

Contact Lisa Eve Schmeltzer  
lisaeve@the-beach.net  
305/695-8025

### Georgia

#### Atlanta

1<sup>st</sup> Monday of the month  
Contact Michal or Shmuel  
Spiegelman  
m\_spiegelman@yahoo.com  
770/605-8313 (Michal)  
404/457-3300 (Shmuel)

### Idaho

#### Boise

Contact Andi Saucerman  
andisaucerman@aol.com  
208/345-7096

### Illinois

#### Chicago

2<sup>nd</sup> Monday of the month  
Contact Linda Dean  
creativeessence4@aol.com  
847/328-7904

### Kansas

#### Kansas City

Contact Crystal Jenkins  
rretreat@aol.com  
913/441-0821

### Kentucky

#### Louisville

2<sup>nd</sup> Monday, 7-10 PM  
Contact Holman Wilson  
holmanw@abacoisp.com  
502/228-1824 (h)  
502/552-6590 (w)

### Maine

1<sup>st</sup> Friday of the month  
7-9 PM (6 PM potluck)  
Contact John Kellar  
jkellar@kellarassociates.com  
207/252-5611 or  
617/594-6736

### Maryland

#### D.C./S. Baltimore

Meets every other month  
Contact Jody Cutler  
jodycutler@comcast.net  
301/854-3318

### Massachusetts

#### Boston

Contact Madeleine Weinreich  
607/357-2343 or  
Hilary Illick  
hbug@verizon.net

### Michigan

#### Birmingham

Contact Jeff Warsaw  
jeffreyjay@prodigy.net  
248/645-9293

#### Grand Rapids

Contact Lisa Helm  
lhnickers@netzero.net  
616/696-7244

### Minnesota

#### St. Paul/Minneapolis

Contact Maisie Wolszon  
651/222-6722 or  
Nancy Blasberg  
rocketcoach@comcast.net

### Missouri

#### Kansas City

Monthly  
Contact Mary Calvillo  
mhc104@kc.rr.com  
816/665-8820

### Montana/Wyoming-SE

Contact Anne Giuliano  
awgiuliano@bresnan.net  
406/896-1667

### New Hampshire/Vermont

Contact Madeleine Weinreich  
603/357-2343

### New York City

Contact Jane Wong  
for email of monthly events  
jhwnewyork@excite.com  
212/689-4074

### Oregon

#### Bend

2<sup>nd</sup> Friday of the month  
Contact Karla Becker  
kbecker@bendbroadband.com  
541/318-5790

#### Portland

3<sup>rd</sup> Friday of the month  
Contact Brooke Gaab  
brookegaab@aol.com  
503/977-9053

### Tennessee

#### Memphis

Contact Margarete Loiseau  
mahealingtouch@aol.com  
901/722-5670

#### Nashville

1<sup>st</sup> Monday of the month  
6:30 - 8:30 PM  
Contact Scott Weiss  
nashhqp@comcast.net  
615/298-5862

### Texas

#### San Antonio/Austin

2<sup>nd</sup> Saturday of the month  
10:30 AM  
Contact Duberly Mazuelos  
duberly.mazuelos@freescall.com  
512/581-7458

### Wisconsin

#### Madison

Contact Kelly MacVittie  
608/293-1639 or  
Beth Kubly  
bkubly@earthlink.net

IN COMMUNITY  
WE DISCOVER  
OURSELVES

## UPCOMING TOOLS DAYS -

**March 5, 2005:  
Corte Madera, CA**

**March 5, 2005:  
Miami, FL**

**April 30, 2005:  
New York City, NY**

*Tools Days are 1-day  
workshops led by a  
member of our Hoff-  
man faculty.*

- **Stimulate**
- **Review**
- **Celebrate**
- **Renew**

*Please call the Insti-  
tute to enroll or for  
more details: 800/  
506-5253. Space is  
limited.*

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### More on Graduate Support

If you don't see a current meeting in your area and would like to consider beginning a group, please call us. Or, if you want to get together with other Graduates, we can help you with that too! ■

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## SUCCESSFUL FACILITATOR'S LEADERSHIP COURSE BUILDS STRONGER LOCAL COMMUNITIES

As part of the Hoffman Institute's continuing commitment to support Process Graduates, 19 Graduate community facilitators and other Hoffman leaders met last Fall at White Sulphur Springs for a powerful leadership-enhancement course. Facilitators from the U.S., Canada, and the United Kingdom explored and learned skills of facilitating Graduate meetings and events, and developed their personal leadership potential. They created a deep sense of "community" among themselves as they learned methods of community creation. They have now returned to their local groups, eager to share new ideas, methods, and a deeper understanding of heart-felt community.

Participants gained deeper knowledge of Process tools and are committed to sharing it with their Graduate communities. There was a lot of sharing from diverse points of view among the facilitators, teachers, and Institute staff members.

Michal Spiegelman, Atlanta, GA, said of her experience:

"The community we created there felt like a big bubble of light, and we all connected to each other through our hearts. Going back to our Graduate groups with this connection is very exciting and I am sure we will be able to hold many more people in the Light and connect them to this 'heart connection' that was created! I am so grateful to the Hoffman Institute for allowing me to be part of this."

The Institute presents this leadership course every couple of years so that Graduate community facilitators across the U.S. can meet, share, and grow as community leaders.

The intention of all who attended was to strengthen and expand Graduate communities, and to create trust and safety among participants, which leads to deeper personal experience and growth.

*The course was skillfully led by Hoffman's Managing Director Liza Ingrasci and supported by Maddie Weinreich, Shawn McAndrew, and Questa Anderson. Guest leaders were Hoffman Teachers Raz Ingrasci (President of the Institute) and Cynthia Merchant. ■*

## SHARE THE PROCESS: SHARE THE BOOK

An easy, effective way to share the Quadrinity Process with family members or friends is to give them a copy of *The Hoffman Process*, the new book from Bantam Press.

This book introduces readers to the Process philosophy and techniques, and provides many examples of ways in which individuals from all walks of life have found healing through Process participation. The foreword, by Joan Borysenko, Ph.D., an international authority on mind/body medicine and chair of the Hoffman Institute Advisory Board, is very inspiring.

By simplifying the Process into four key steps and providing provocative questions for self-inquiry, this book opens the reader to possibilities of deeper self-reflection. People actually discover that the Hoffman Process is a powerful program of emotional healing, spiritual growth, and lasting positive change. In fact, lots of people take the Process after reading the book.

Hoffman Graduates report having gained deeper understanding of the theory and methods of the Process. For those who appreciate scientific research, the book includes a summary of a recent research study at the University of California, Davis that documents the immediate and long-term benefits of the Process.

Some Graduates have even given this book to their healthcare providers, to make it available as reading material in waiting rooms.

**See order form on the back page of this LightNews to order your copies today. ■**

## PARENTING

~ NEW ~

2-Day Graduate Course on Parenting  
August 13-14, 2005 in St. Helena, CA  
Details Coming Soon!

## HOFFMAN INSTITUTE

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# Fearless Hearts, Songs of Love and Light

Some of the greatest recording artists of our time – all Hoffman Process grads – contributed their songs to make this incredible limited edition compilation CD.

*It's moving and inspiring. You will love this music!*

*Proceeds benefit the Scholarship Fund.*



Kenny Loggins  
*Conviction of  
the Heart*



Beth Nielsen  
Chapman  
*Happy Girl*



Jesse Moore  
*You Won't  
Be There*

Michelle Schmitt  
*The Rose*



Rosanne Cash  
*September When It Comes  
(featuring Johnny Cash)*



John Denver  
*Heart to Heart*



Brent BecVar  
*There is No  
Word for Love*



*A benefit CD*

Bonnie Raitt  
*Fearless Love*



Rodney Crowell  
*I Know Love is  
All I Need*



Bill Medley  
*I'll Be Here With  
You 'Til Then*



**ORDER YOURS TODAY!**

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Hoffman Institute Foundation  
223 San Anselmo Avenue  
San Anselmo, CA 94960

**ORDER WITH CREDIT CARD AT**

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

**OR CALL 800/506-5253**

**MAKES A GREAT GIFT!**



Anna Wilson  
*Bus Ride*

Some 200 Hoffman Process scholarships are awarded each year by the Hoffman Institute Foundation, a 501(c)(3) non-profit organization.



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I N S T I T U T E**

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San Rafael, CA

*"Tim Laurence's book The Hoffman Process was a joy to read. As a Process graduate, it helped me appreciate my Process in a deeper way. I gave it to friends as an introduction to the Process and it has inspired them to enroll." — A Hoffman Graduate*

### Order Your Copy of "The Hoffman Process" Today

Fill out the information, clip this coupon, and send it with your check or credit card information to: The Hoffman Institute, 223 San Anselmo Ave., San Anselmo, CA 94960

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Number of books: \_\_\_\_\_ X \$16 (incl. S/H) = Total: \_\_\_\_\_

Bill my credit card #: \_\_\_\_\_

MC  VISA  AMEX Expires: \_\_\_\_\_ Check Enclosed: \_\_\_\_\_

## Hoffman Institute

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San Anselmo, CA 94960  
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Fax: 415/485-5539  
e-mail:  
hq@hoffmaninstitute.org  
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