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# MEL SCHWARTZ

2022 – THE YEAR OF POSSIBILITIES

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## EDITOR'S NOTE By Mary Henderson | Photos by Mauro Palmieri

Welcome to 2022. I am so grateful that we are here, together, for another year. Authoritti5.0 is now 2 years old and stronger than ever before.

We will be announcing a lot of initiatives this year. I am super excited to continue to serve coaches, consultants and business owners grow their authority in their niche or industry so they become the go-to brand.

I want to start 2022 with idea of possibilities. Just plant that in your conscious mind for a few seconds.

In 2012, my mentor told me that if I want to find LOVE, I have to go on the inside of the inside of my TRUE SELF. He said, "It's there where you will tap into the possibilities of possibilities". That's deep, right?

When he first shared that with me, I had no idea what that meant. There was no self-help book on the planet that could break that down in normal language. I soon realised that the only way I would ever be able to understand what he was saying was to experience it for myself.

Fast forward to 2021. It has taken me 9 years to figure out what that meant and I am only just scratching the surface. My curiosity has literally opened up pandora's box and I find myself overwhelmed in a sea of ideas, innovation and manifestation of thought into reality on a regular basis. What I find interesting is all that I experience as possibilities in my mind converts to reality with absolute ease and grace.

Granted, I have made some profound shifts in my life the last 10 years and one might say that has contributed to this abundance of ideas and creativity. But, to be honest, I think it's something much deeper and bigger than that.

I was on the search to find the authority on the topic of possibilities and I found exactly what I was looking for. Mel Schwartz.

This interview really does deserve a part 2. I am serious. If you love the idea of merging business, science and woo woo - I found the perfect person to explain it in layman's terms.

The featured article with Mel Schwartz will not disappoint. I can assure you.

2021 was a year of self-discovery. I do believe that any crisis presents an opportunity for emotional and spiritual growth. For me, during this pandemic, it has really pushed my boundaries and paradigms on every level.

January is a time for deep self-reflection and a time to set our intentions for the year ahead. Goals mean nothing without a vision and daily action.

This article sets the stage for 2022. May this year bring you happiness, love, health and prosperity.

Here's to another year of possibilities.

Mary

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Mel Schwartz

*2022 –  
THE YEAR OF  
POSSIBILITIES*

BY MARY HENDERSON

**Mary:**

Mel Schwartz is a psychotherapist, a marriage counselor, author of *The Possibility Principle*, a two-time TEDx speaker, a podcaster, and a leadership consultant. He earned his MSW from Columbia University in New York City and his Master of Philosophy from Lancaster University in England. Mel has enjoyed several defining moments in his life, which has enabled him to live the life of the self-actualization that he espouses now in mid-life in business with two young children. Mel had been living the life he had planned, yet he felt a desire for deeper fulfillment, longing for a calling with far deeper purpose. And in one of his defining moments, Mel chose to welcome the uncertainty that lay ahead as he embarked on an entirely new path. He closed his business, applied to and enrolled in graduate school to follow his emerging passion, serving others as a psychotherapist. Mel became excited by new ways of thinking that propelled him to transcend the limiting protocols taught in

graduate school. He began to immerse himself in emergent ways of thinking, coming from quantum physics philosophy and other areas beyond the field of psychology. This evolving perspective enabled him to forge a singular new therapeutic approach from which to assist his clients.

**Mary:**

Mel, I am so excited to interview and have you on the front cover of *Authoritti5.0* magazine.

**Mel:**

Thank you, Mary. I'm delighted to be with you and look forward to seeing what we can percolate together.

**Mary:**

I have so many questions I want to ask you because you combine your core discipline, which is psychotherapy, with quantum physics and philosophy, three subject matters that I'm absolutely obsessed with. So I want to take the reader on a bit of a journey, and I want to start off with my own story to put this into context

and set the stage. In 2012, I went on a 12-month sabbatical. I resigned from my own software company that I built from the ground up. I decided to give up the hamster wheel, which to me meant giving up credit cards, social circles, friends, even family, to literally find myself.

I was in a very fortunate position to have two brilliant mentors. One was a professor in philosophy, and the other was an expert on the emotional body. In between all of that, I did a quantum medicine course at Quantum University in Hawaii to learn about myself at a much, much deeper level. What led me on this path was Dr. Candace Pert, who wrote the book *Molecules of Emotion*. I realized in myself that I am seriously stuck at a cellular level and need help, hence the radical change. Had I not made that radical shift, I actually would not have self-realized who I am, which is obviously an ongoing discovery. So that leads me to you. It seems to me that self-help is keeping 80% of the population stuck on that same hamster

wheel that I was on.

We know that self-help doesn't work unless you're prepared to go to the core. And we also know that based on quantum medicine principles, if you will, there are three aspects that need to be diagnosed – the physical, the emotional, and the spiritual. So that throws out 99% of self-help content. Now you've taken your core discipline, which is psychotherapy. You've merged that with quantum physics, with a focus on helping people live more fearlessly and achieve real transformation. So based on what you know now, and me sharing a bit of my personal experience, would you say that quantum physics involves a much bigger possibility of real and permanent personal transformation?

**Mel:**

Wonderful question. When I say great question, that means it's a question that I don't have quick answer for and opens up my curiosity. One of the aspects of quantum physics is what in physics is known as superposition, which is a suspended state of reality waiting for the next instant to manifest. And I looked at what called the quantum wave-particle duality in physics. And without going into the science of it, I extrapolate that and said, "If that's the reality of the quantum world, why couldn't it be our reality also?" And so I looked at that state of possibility and thought, "What do we need to do to apprehend possibility or potentiality?" And my insight was in the nanosecond before my next thought that I exist in this state of pure potential. But as humans, we tend to keep replicating the same thought ad nauseum.

We become imprisoned by thought, but where does the thought come from? The thought comes from beliefs and experiences. And we confuse beliefs with being truth. So when I am working with people and see them a lot in with certainty, I move into what the belief is

**"IF THAT'S THE REALITY OF THE QUANTUM WORLD, WHY COULDN'T IT BE OUR REALITY ALSO?" AND SO I LOOKED AT THAT STATE OF POSSIBILITY AND THOUGHT, "WHAT DO WE NEED TO DO TO APPREHEND POSSIBILITY OR POTENTIALITY?"**





*from being  
to becoming  
from  
a human  
being to  
a human  
becoming*

creating this wellspring of thoughts that is imprisoning them. So the state of possibility that I was searching for was "Could I apprehend that nanosecond before my next thought?" I turned to philosophy. I stumbled upon the work of Alfred North Whitehead, a wonderful philosopher who described something that he called concrescence. So concrescence, as he referred to as the stirring of energy before a thing actually becomes a thing. There's an energy before it manifests physically. So I looked at Whitehead's work around concrescence. And then I held up superposition and I kind of combined them, which is what I do.

And then there was an alchemy for me. And out of that outcome is that aha moment right there. So if I can learn to apprehend the thought, even just before it becomes a thought, I might get to be the master of my thinking, the master of my destiny. I might be able to access that realm of possibility. So I thought, "Well, how do I do that?" I started to develop what I call muscle memory throughout the day. I tune in and say, "What was the last thought I had?" I'd see it. I wouldn't judge it. I wouldn't interface with it. It's kind of like fishing where you catch and release. I see it and release it, trying to develop a muscle memory, the keener awareness

so that there could be a sense of self that is sovereign to thought. I should add that the work of physicist David Bohm was invaluable to me in learning this process as well. So I took Bohm, his work around thought, his work with Jiddu Krishnamurti around thought, looked at the state of superposition in physics, looked at the work of Whitehead in conquests and started to see my breakthrough. Now, of course, as soon as I did that, I had to try it in my therapy practice.

And this is now about 18 years of practice as a therapist. And what I say to the people who are interested in working with me on this is that it may not look like traditional therapy. It isn't traditional therapy. It is the visibility that develops the muscle memory around thought and not be the thought. It's not complex. It's simple. It's not easy, because it requires determination and willfulness, but it is not complex. It's just an exercise. So we will devote many hours to working out physically for the reward, and we also need to devote hours and hours a week to working out this apprehension, to see feeling, not become the thought of feeling. Here's a wellspring of intuitive wisdom that occurs. So I don't much operate from thinking anymore. I've learned to access a deeper place, which I call new intuitive wisdom. It's not hunch; it's not guesswork. It's just a deeper knowing.

**Mary:**

Wow. So, based on that, do you believe that we can then shed our old beliefs, behaviors, and non-serving thoughts permanently?

**Mel:**

Well, we can shed our old beliefs and thoughts permanently, Mary, but we are of course developing new beliefs and thoughts. We're not existing in the void unless we're meditating on the mountain top forever, but as we're developing new beliefs, we need to see them as our operating belief at this moment in time, instead of being wed to the truth or the truth about us. I wrote an article a long time ago called "Who Am I?" And in that article, I proposed that is the wrong question to ask because it begs for a specific and fixed answer. And we're not fixed in place. We need to see ourselves as moving from being to becoming from a human being to a human becoming. So instead, we should ask, "How would I like to experience myself in my life?" That's in the flow. It's not material; it's not in



earth. So to see this all from a state of flow, which is my belief, as long as I can see it, I'm not wed to it. I'm not imprisoned by it as long as I don't confuse it with the truth.

**Mary:**

In one of your videos, you talk about how staying stuck in your familiar zone is like sleep-walking through life. And I'm guessing that you've based this also on your own personal experience. How do we become conscious of our environment and create an entirely new reality? Because we're all running on this hamster wheel, you know: We're watching the TV, and it's almost like we do as we're told. I don't watch TV. We don't even have a TV in our home. My kids don't watch TV. I have no concept of what's going on from a mass media standpoint. But this idea of consciousness really troubles me because there are so many different variations of it. I think that one way to be curious, or to ask constructive questions or have the ability to self-inquire requires a high level of being present and grounded and conscious. How do we get to that state?

**Mel:**

So the thoughts that I'm having are telling me it is rather paradoxical to be grounded; it actually requires a flight from being grounded. To be grounded, to me, suggests that I have to embrace uncertainty. When I am in any way seeking the comfort or familiar zone of predictability, that is me literally grounded, but stagnating. For me, to be truly

conscious and aware might require not being grounded or not using the word grounded in the way we ordinarily would. So being at peace, being centered for me requires the embrace of uncertainty. Now that doesn't mean life has to be radically challenging. I have to know what time the train arrives or when the kids come home from school, but to embrace uncertainty – another core principle of quantum physics – requires becoming comfortable with not knowing.

Western culture shuns confusion and not knowing, so truly embracing confusion and not having an answer to a question is an embarrassment. When I read a book, if I understand most of what was written in the book, it was a waste of my time. So I have a different paradigm, which is to embrace confusion, because as long as I don't judge myself, then I'm opening up the portal of uncertainty, which is where new insight comes from.

**Mary:**

I actually love that idea, Mel, because it almost gives you permission to set yourself free from the paradigm that we've all bought into. I mean, we all go into a crisis. How do you grow if you're not in some form of crisis? So I agree with that standpoint. We buy an ideology; I know I've been through this. I think I've got to be the perfect mom, I don't want to be judged. I want to make sure that I'm not seen as the left-field mom or the black sheep. So we kind of put all these limitations on ourselves to fit into a box. It's when we let go of that box and we

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think, "I just don't care what people think. It is the way it is. This is my reality." There is a sense of freedom with that.

**Mel:**

Well, what you're speaking to becomes the core of authentic self-esteem. When we're worried or concerned about what we think, other people think that is what I call other-esteem and that betrays authentic self-esteem. Now I'm not proposing that we should be callous or insensitive. Everyone has opinions, but when we elevate someone's opinion and think of it as a judgment, we're projecting our judgment of self onto someone else. So I'm fond of saying that unless I'm appearing in the courthouse, only the person in the long black robes gets to be my judge; no one else does.

**Mary:**

So can we just go back to the article that you wrote on "Who Am I?" I actually love that. I know it got huge attention. I think it even went viral. The interesting thing is that when I went on my 12-month sabbatical, the first thing I did was walk to my computer and Google "Who Am I?" I mean, it's just one of those questions that I think a lot of people ask. And it actually was the impetus of the beginning of that journey for me, which is ongoing, but it was the trigger, if you will. So I know you say we should be asking different questions like, "How would I like to experience my life?" It is a more expansive question obviously, but when we're asking questions like that – how do I, what do I, why do I – those types of questions for me are a process that I use through a form of journaling.

When I'm journaling, it's like I'm writing to my higher self and I'm asking questions that I actually cannot solve with a linear mindset. I just don't have the answer. It's not possible for me to solve it. So turning to journaling for me has been a really interesting process almost like peeling the onion layers off. I'm talking to something out there, I'm writing to something out there, and I'm asking something. And what's interesting is that I always get the answer. Is that a phenomena? I know people are listening to this right now, saying, "I want to know the answer." So what's going on there?



It is the unnatural state that we foreclose on possibilities because of the way we were trained to think and live.

**Mel:**

I would say what you're experiencing is a correspondence. By asking questions or reflecting, you're corresponding with the universe. Now what do we mean by this? I'm not speaking as a scientist, and I'm not speaking in a new age-y spiritual way. I'm speaking in a more integrative way. In quantum physics and spirituality is the science and forms a sense of oneness. It's rather like synchronicity, a term coined by Carl Jung to describe when some phenomena occurs that cannot be attributed to coincidence or cause and effect, but it has a quality of profound, personal meaning to you. I've experienced synchronicity a number of times, which have been life-altering. The material universe is corresponding with our conscious state. We are momentarily as one. And when you're journaling, you're corresponding with the inestimable, in a profound intelligence new wisdom of the universe. So you are temporarily at one, and all of the information is available and you get your answers.

**Mary:**

I love that. That's exactly the answer I was looking for. You talk about eight words that create havoc in our lives and keep us stuck. You say the words are IS, AM, ARE, WERE, WAS, BE, SEEN, BECOMING. You said that these words are fixed. Can you unpack this for us? I found this really fascinating, and it actually made me open up and have a much bigger dialogue within myself. It forced me to just stop and really think about that and how they apply in my vocabulary on a day-to-day basis. So for the sake of our readers and listeners, can you take us on a journey on what that actually means?

**Mel:**

I did not originate this thought. It came from a book called Science and Sanity written by Alfred Korzybski, an engineer in the 1930s. It's called E prime language,



The material universe is corresponding with our conscious state.

We are momentarily as one.



eliminating the to be verbs. They are the only verbs that are not action. They're innate and fixed. So in my conversations with brave thinkers, the question comes up. "Why are we still stuck in the 17th century worldview of object-oriented reality given to us by Newton and Descartes?" And as I considered it, I realized it's because our thoughts are rooted in "to be" verbs, a language that is inconsistent with flow, movement, and quantum reality. So we haven't sufficiently experienced a paradigm shift because our language is rooted in century-old thinking. So let's just make that come to life in an argument.

Let's say somebody's making an objective statement, using "to be" verbs: "You are disrespectful."

The other person reacts, "No, I am not." There is no where to go in this conversation. I will reframe it. Say that without using a to be verb: "I experienced you as not caring about me." I can't say you're wrong because now we're speaking of feelings and perception, what the person feels. The core of relationship is "Do you care how I feel?" But we speak objectively using "to be" verbs.

One evening in a group I was facilitating, someone said, "I'm a loser. I am a loser." I asked them to restate it without a "to be" verb. He said, "I feel like a loser. I've always felt like a loser," but this face lightened up. And I asked him "What's going on?" He said "That's how I've always felt, but that could change. I could feel

differently. If I AM a loser, nothing changes." Our struggle with change personally, individually, and in relationships is so much rooted in our being stuck in "to be" verbs. I gave a TEDx talk on this topic. I'm very passionate about it, but it's a reach because it's not simple and quick. And we live in a world in the culture where we want quick fixes, but so much of our communication, relationships, and growth or pathology are expressed as "I am a depressed person" rather than "I feel depressed."

**Mary:**

I know you're an expert on relationships, so I want to touch on that for a moment, but from a business relationship standpoint, because the audience here is mainly business owners. I have this concept that I sell without selling. That's just my approach to sales, if you will. And my approach to sales and marketing is to get people to feel me at a heart level first and foremost. It's a longer game, but I attract the right clients all the time. So for me, Mel, it means I want to understand where my prospect is on the journey of life and start the dialogue from that place. In fact, it takes me 60 touchpoints before I convert a prospect into a client. Now that's based obviously on many years of experience, but you actually have a methodology that you teach that invites a dialogue based on empathy and compassion. Can you share how we could use that approach in a business scenario?

And we live in a world in the culture where we want quick fixes, but so much of our communication, relationships, and growth or pathology are expressed as "I am a depressed person" rather than "I feel depressed."

**Mel:** Communication lies at the heart of shared meaning. Shared meaning suggests that we use the same words that may have different meanings. For example, in a couple's session, a woman says to her husband, "You're not intimate. You don't know how to be intimate." He gets his back up and says "Of course I do." I have them each share what they mean by the word intimate. They mean different things. So in trying to establish a rapport and a deeper relationship business-wise, have curiosity about the words. What does that word mean to you? I want to be sure I understand what that experience was. To have a curiosity opens up the pathway to dialogue. So dialogue coming from the Greek dialogis which means flow of meaning. Dialogue means I suspend everything I think I know, and I put it up on the shelf and I inquire. If I'm inquiring and curious, then I get to that place that you just described, that you're looking for. It's by not knowing but embracing

uncertainty that creates real genuine dialogue, a rare phenomenon. We have truncated conversations; we cut each other off. We don't have shared meaning. It requires slowing down and being curious, which then moves us into the field of empathy and compassion.

**Mary:** Would you then say that self-inquiry is important? You know, as I mentioned before, that my version of self-inquiry is actually going through that journaling process and asking big questions. What, how, what, why, etc. You said you took the woo out of it, being a little bit more pragmatic, but is that an important part of the process of becoming compassionate and empathetic and having real dialogue? Going to a place of feeling and being rather than doing, do you see that self-inquiry is a really big deal?

**Mel:** Well, going back to shared meaning, it depends upon what you mean, what I mean, and what the readers mean by the term self-inquiry. For some people, that would be analyzing itself, which is dangerous. I don't believe in the analyzing, because when we analyze it's as a deep incisive cut and we're operating in wholeness. I do believe in self-reflection, evaluating, which is an attunement. So self-reflection for me is tuning into the disparate parts of myself and hearing the part that will speak to me. It may be the body, it may be the emotions, it may be my history, but tuning in is the key for me. It's more inductive than reductive.

**Mary:** Can you help us understand – in very layman words – the relationship of the mind, the brain, and the body, and who's driving our destiny? Is it the mind, the brain, or the body?





**Mel:**

Mind, body, brain are words that we created to describe aspects of ourselves. Is there really mind, body, brain? Do they exist unto themselves? Of course not. Thought and language started to make separate compartments of things that were not separate compartments. I'm fond of saying there's no mind-body connection because there's no mind-body separation. So the word connection is a fallacy.

My personal belief, specifically around this, is that brain is the receptor. It's not the producer of thought and feeling. I describe it this way. If you're walking at the beach, you look behind yourself and you see your footprint in the sand. You wouldn't think the sand produced your footprint; you know your foot left its impression there. Thought and feeling leave this impression on the brain. The good news there is that we're not hardwired. We have no wires as the 17th century machine-like paradigm suggested, and we are not at the mercy of our brain chemistry. Once we come into a healthy habit of thought and feeling, our brain chemistry shifts accordingly. So I look at it through a vista of wholeness, and I always remind myself that these terms don't exist in reality. We made them up to advance knowledge and for descriptive reasons, but it's always essential that we remember that we made it all up; otherwise, we become servant to the terms and the words and this is useless.

**Mary:**

Where do possibilities live then?  
You're an authority on that one

word: Where do possibilities actually live?

**Mel:**

Everywhere? That's the natural state of being. It is the unnatural state that we foreclose on possibilities because of the way we were trained to think and live.

**Mary:**

I have one last question: If you could meet somebody who's no longer living, who would it be and what would you ask or what would you want to know?

**Mel:**

This answer is really going to surprise you and everyone listening: Frank Sinatra.

**Mary:**

Tell us why. I love it!

**Mel:**

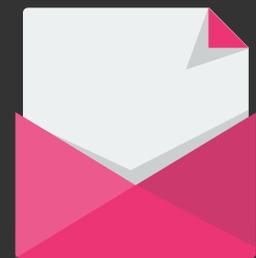
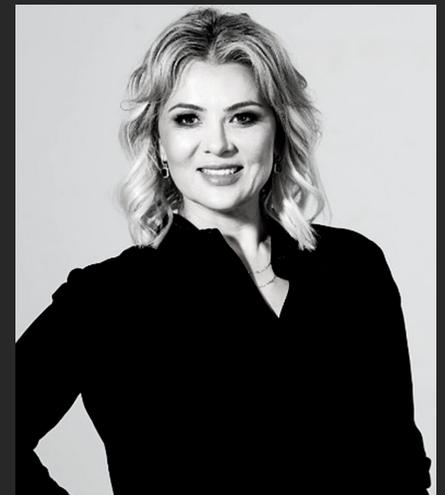
I've been fascinated by him since the age of 13. He was a fearless individual, not withstanding his faults and flaws of which he had many. He had a tremendously intact self-esteem, which is opposed to other-esteem, which I talked about earlier, and a passion, a presence, a fervor, a command, and the mastery of his art that I never experienced anywhere else. I heard him perform many, many times. So I would like to be in his company and ask him some questions.

**Mary:**

Thank you very much, Mel.

## WRITER'S PROFILE

Mary is an internationally recognised Personal Branding Expert who knows how to commercialise a Personal Branding into a monetisable online (and offline) business. She is a speaker and author of a number of fictional & non-fictional books and the founder of Lights Cameras Action – an end to end online coaching program exclusively designed for coaches, consultants, startups and business owners that take them from idea to productisation and demonetization in months.



**CONTACT  
MARY:**

[maryhendersoncoaching.com](http://maryhendersoncoaching.com)

 Mary Henderson