



Codex

POSSIBILITY MANAGEMENT TRAINERGILDE

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for the POSSIBILITY MANAGEMENT TRAINER GUILD

(Revised 2017-12-06 by Nicola Nagel)

1. What is a Codex?

- (1) Contrary to what your Box or Gremlin might want you to think, the Codex is not rules. It is more like... guidelines. But not stupid guidelines. They can't be stupid... because you are responsible for what they say.
- (2) The Codex empowers our Trainer Guild gameworld with, so-to-say, "rules of engagement" – the best ways we have figured out for making the gameworld work.
- (3) This Codex offers a tremendous amount of clarity. There are answers here to questions you may never even have asked. There is a lot of experience reflected here, plus some brilliant-jewel distinctions.
- (4) Come back to the Codex when questions arise, when there is confusion.
- (5) And when you have invented and refined new sections for the Codex with other Trainer Guilders, and you feel satisfied and clear, please bring them to the *Guardian of the Codex*... some feisty guy named Clinton Callahan.
- (6) He'll be "happy" to chew on your thoughts when you sit by him at a rough-hewn table in the dusky corner of an ancient tavern, far away from the city lights.
- (7) Bring your sword.

2. What Is The Possibility Management Trainer Guild?

- (1) The Possibility Management Trainer Guild (Trainer Guild, for short) is a global association of a particular branch of the Trainer profession.
- (2) The Trainer Guild makes the distinction between Educators and Trainers, whereas Educators deliver classes that provide content of what to think *about*, Trainers deliver trainings that provide context and upgraded thoughtware to think

with. Trainer and Educator are entirely different gameworlds. Both are needed, not mixed together. Trainer Guild is for Trainers.

- (3) You are part of the Trainer Guild if you have a deep commitment to nurture and develop the Trainer Guild for the benefit of future generations of Trainers and clients.
- (4) The Trainer Guild recognizes that no other profession is capable or willing to do the Trainer's job, which includes:
 - a. Training edgeworkers how to build bridges to a sustainable human presence on Earth in Archarchy.
 - b. Facilitating evolution through liquid-states (*"the death and resurrection show"*) for individuals and organizations.
 - c. Facilitating emotional healing (retrieval and banishment) processes for individuals.
 - d. Developing and delivering sustainable culture thoughtware from the context of radical responsibility.
 - e. Providing ongoing authentic adulthood initiatory processes as a central function of next culture.
 - f. Establishing and navigating next-culture seed-crystal spaces as Temporary Autonomous Zones (TAZ) and possibly Permanent Autonomous Zones (PAZ) in the global ethnosphere.
 - g. Midwifing the Emergence of Sophisticated Synergies (MESS process).
- (5) The Trainer Guild recognizes that if we do not deliver the services of the Trainer profession to humanity, nobody else can. The Trainer profession is not delivered. A gaping hole is left and humanity suffers the deficiency.
- (6) Every profession requires a price be paid. For example, a baker sacrifices her nights in order to be a baker. An aircraft pilot sacrifices her peace of mind because she knows about the black box. To serve as a Possibility Trainer you sacrifice believing that stories can be true, any stories, including (especially) your own. A Trainer Guilder lives in that sacrifice and uses it wisely.
- (7) Trainer Guilders are those Trainers taking personal and professional actions that bring Possibility Management into greater service in the world.
- (8) As you can see, being in the Trainer Guild is a bigger commitment than simply delivering *Expand The Box* trainings or *Possibility Labs*. It is more than having been to a *Trainer-Skills Lab* or a *Trainer Research Lab* a few times. It is more than loving your fellow Possibility Managers and loving to apply Possibility Management. Being in the Trainer Guild is all of the above *plus something more*:
 - a. Trainer Guild is the association of Possibility Management Trainers dedicated to improve Possibility Management's service to the world.
 - b. Trainer Guilders care that Possibility Management itself is deepened, enriched, documented and wildly shared.

- c. Trainer Guilders are placeholders for the further development and bright future of the bonded community of Trainer Guilders.

2.1 Who Belongs In Trainer Guild?

- (1) There are 2 possible layers in Trainer Guild participation. Each has its own description. The layers include collaborative commitment as demonstrated by contributing the agreed yearly fee for the Possibility Management Website, in order to finance the service maintenance and development of the website and to have a trainer profile on the website. In case the necessity requires money for additional projects, the money will be raised spontaneously in the team (like we did for the PM website)
- (2) For now the necessary yearly fee for the website will be paid in cash to Cornelius Butz, who then pays the website programmers.
- (3) The point of time when a new trainer gets a trainer profile is currently under discussion.
- (4) The 2 layers of Trainer Guild participation are:
 - a. TRAINER GUILD TRAINER CIRCLE: These are radical-responsibility-contexted individuals already delivering *Expand The Box* training and perhaps also *Possibility Labs* who are the main body of the Trainer Guild. They are contributing with the agreed amount to the maintenance and development of the PM website and have their own trainer profile on the website.
 - b. TRAINER GUILD CORE CIRCLE: *(PLEASE NOTE: this circle has been left in the codex conditionally, since it was in there before. The CORE CIRCLE is however also part of the TRAINER CIRCLE. The content has been shortened a little bit by the parts that were not practiced so far.)* These are individuals sourcing the context of radical-responsibility in the Trainer Guild and in the world. They are already delivering *Expand The Box*, and perhaps also *Possibility Labs*, and *Trainer-Skills Labs*, and are core placeholders of Trainer Guild. The Core Circle is the Trainer Guild's choice-creating team (see Tom Atlee's distinctions about Jim Rough's Choice-Creating: <http://www.co-intelligence.org/P-dynamicfacilitation.html>), typically using the MESS process (Midwifing the Emergence of Sophisticated Synergies). People of the CORE CIRCLE are contributing with the agreed amount to the maintenance and development of the PM website and have their own trainer profile on the website. The Trainer Guild Core Circle does not generally exceed 11 Trainers.

(5) PM NEWSLETTER DISTRIBUTION CIRCLE: This is an extra circle that is not participating in the Trainer Guild, but interested in PM. The Trainer Guild is sending out a regular newsletter to these people. These can be radical-responsibility-contexted individuals on the path of unfolding and delivering their Trainer-related Archetypal Lineage who regularly use Possibility Management tools, thoughtmaps and processes in their training work. Or it can also be people who are at the very beginning of their PM experience and interested in receiving news about Possibility Management.

(6) You belong in Possibility Management Trainer Guild if you meet the following 6 criteria:

- a. You are already giving *Expand The Box* trainings.
- b. You wish deep-in-your-heart to support the Trainer Guild and its commitment to delivering thoughtware from the context of radical responsibility, in particular through *Expand The Box*, *Possibility Labs*, *Trainer-Skills Labs*, *Trainer Research Labs*, and other manifestations of the Possibility Management gameworld.
- c. You participate in a *Trainer Research Lab* at least once per year (preferably two or three times per year) for building your matrix to more deeply inhere in the context of radical responsibility, for meeting and bonding with other Trainers, for sharing what you have discovered to support the Trainer Guild with your research, and for learning what others have discovered.
- d. You participate in other Trainers' *Possibility Labs* at least once per year (preferably twice per year) asking to sit in the Possibility Chair each time to do your own personal healing and initiation processes.
- e. You want to be in Trainer Guild.
- f. You are contributing the agreed amount per year for the maintenance and support of the PM website and to be present with your trainer profile on the website. In addition you are also willing to contribute an amount upon necessity for other projects of the Trainer Guild that have to be funded.

(7) Additional symptoms of a Trainer Guild:

- a. You regularly partner with other Trainers in the Trainer Guild to deliver *ETB*, *PLabs*, talk, workshops, projects or special events.
- b. You are being a magnetic center, doing legend making, and energetically feeding a growing database of people in your circle, perhaps using the SPARKs and the *Next Culture News*.
- c. You are building a small team around you who love Possibility Management and collaborate with you to provide more of it to the local community around where you live.
- d. You are in relationship with the bookstores, centers, colleges, schools, and social service offices in a 15 kilometer radius from your center, leaving post-cards and flyers for your work, placing Possibility Management books, giving talks and workshops to provide thoughtware upgrades and open doors to allow more people to come into your circle, listing whatever you offer at <http://nextculture.org/cal-overview/en>.

- e. You have a company name, logo, and website introducing people to what you offer. It contains 8 pages. Consult with Cornelius Butz for website and OVO (Opt-in, Value-videos, Offers) strategy.
- f. You are regularly writing articles for your blog and for uploading to platforms, for example:
 1. <https://independent.academia.edu/NicolaNagel>
 2. <https://independent.academia.edu/PatriziaServidio>
 3. <https://independent.academia.edu/ClintonCallahan>
- g. You regularly attend conferences and fairs to make presentations and synergetic connections in the name of Possibility Management.
- h. You are collecting notes, making a table of contents, and starting to write chapters for a book to share with people what you are learning from the context of radical responsibility and / or the thoughtware, tools, processes and trainings of Possibility Management.
- i. You are making and uploading a stream of Vimeo or YouTube videos, animations, computer games, or smart phone apps to demonstrate PM for people. You have a channel for your uploaded videos.
- j. You run a *Possibility Team* (or maybe two: one for newbies, and one for ETB / PLab grads), *Study Group*, *Rage Club* or *Adventure Feelings* groups each week. (It's your own little laboratory to work in!)
- k. You make sure to be bringing in enough money through Possibility Management single coachings and trainings that you can quit working all other jobs for money so your work is in alignment with your destiny. Keep sitting in the Possibility Chair about this until it is already happening.
- l. You have arranged a work space where you regularly deliver the *Four Core* initiations:
 1. *Relationship Space Cleanout*
 2. *Diaphragm Initiation*
 3. *Entfaltungs Initiation*
 4. *Calling The Being Through*
 5. (plus sometimes the wild *Wake-Up Call*) to your circle of clients at your office.

2.2 Who Is In Trainer Guild Trainer Circle?

This is the current list of the Trainer Guild Trainer Circle, i. e. Possibility Management Trainers who regularly give *Expand The Box Trainings* or *Possibility Labs* or *Trainer-Skills Labs* or *Trainer Research Labs* and who are in the distribution list

pmtrainer@nextculture.org :

- Anette Schuster www.nextculture-us.com
- Anne Schmid
- Clinton Callahan www.ncrtc.eu
- Cornelius Butz www.4koerpertraining.de
- Dagmar Thürnagel www.aufbruch-trainings.de
- Dahlia Abramovic www.4koerpertraining.de
- Eva Zitta

- Felix Fulda <http://harbigarr.ch/trainer>
- Georg Pollitt www.harbigarr.ch
- Heidrun Schmidt
- Judit Focht
- Katharina Kaifler www.4koerpertraining.de
- Klaus Strese www.kopfstand-coaching.de
- Laura Kästele
- Lisa Kuchenmeister www.lebeleichtigkeit.de
- Marietta Schürholz
- Marion Callahan www.ncrtc.eu
- Markus Rost
- Martina Unger www.kopfstand-coaching.de
- Matteo Tangi
- Michael Hallinger www.aufbruch-trainings.de
- Michael Pörtlner www.michaelpoertner.com
- Michaela Kaiser www.moeglichkeitenraum.de
- Nicola Nagel www.viva-essenza.com
- Patrizia Servidio www.lebe-deine-berufung.de
- Paul Rogers www.nextculture-us.com
- Ramona Laich
- Selina Fehr
- Sonia Willaredt www.cometolife-trainings.org
- Tassilo Willaredt

2.3 How Does Someone Leave Trainer Guild?

- (1) Any member of Trainer Guild can officially stop being a member of Trainer Guild anytime by communicating their decision in writing and hopefully also in a meeting or by phone. As of now the Trainer Guild mailing list is managed by Georg Pollitt georg@harbigarr.ch and Marion Callahan marion@nextculture.org.
- (2) When it becomes obvious that a member of the Trainer Guild has taken another path or has become inactive or invisible then a conversation like the following could clarify whether that member wants to stay in Trainer Guild or leave.

One member from the *Trainer Guild Core Circle* arranges a personal visit or phone call during which the approximate following conversation occurs:

- a. The caller could read out-loud sections about what Trainer Guild is.
- b. Where do you see yourself in this?
- c. How often are you delivering *ETB*?
- d. How often are you delivering *Possibility Team*?
- e. How often are you delivering Possibility Management Talks or Workshops?
- f. How are you sharing the new opportunities you find and new strategies you try with other Trainer Guilders?

- g. How are you getting a thorough update about what other Trainer Guilders discover and develop?
- h. Do you want to be in Trainer Guild? (This is a yes or no question...)
- i. If you would like to be in Trainer Guild:
 - What prevents you from participating in other Trainers' *PLabs* to continue experiencing the Big Processes so you can eventually lead them, and also your personal initiatory processes and healing processes, and to support and connect with the other Trainers?
 - What stops you from coming to *Trainer-Skills Labs* and *Trainer Research Labs* to share what you learn and keep up to date with how Possibility Management is evolving?
 - What stops you from being in the Trainer Conference Calls?
 - Do you need support from the Trainer Guild?
 - What can we do to support you?
- j. If you do not want to be in the Trainer Guild, we will immediately take you off the Trainer Guild membership and email list, and www.possibilitymanagement.org website, and we will say a formal goodbye with all best wishes.
- k. If it is time to say goodbye for now to the Trainer Guild, how would you like to do that?
 - I will be reporting to the Trainer Guild about this conversation so they know what is happening.
 - Would you like to communicate in any way with the Trainer Guild about your departure?
- l. If you ever want to come back into the Trainer Guild you are more than welcome. We can put you back on the list as soon as you get back into the Trainer Guild action flow. We would love to have you with us in the Trainer Guild.

(2) The Trainer Gilder having this conversation makes it an official communication, and then officially reports the outcome to the rest of the Trainer Guild verbally and in writing.

(3) This procedure would make it virtually impossible to be kicked out of Trainer Guild under false pretenses if one were truly a Trainer Guild member, committed to and serving the Trainer Guild purposes and values.

3. What are Trainer-Skills Labs?

- (1) *Trainer-Skills Labs* are 3 to 5-day technical theory and skill-building practice environments specifically designed to train and qualify Possibility Management Trainers for professionally delivering *Expand The Box* trainings and eventually *Possibility Labs*.

- (2) The tuition for *Trainer-Skills Labs* is € 1000, - no matter their length, which includes all supplies, guest trainers, and external experience costs. Food is purchased and prepared together and costs are shared.
- (3) *Trainer-Skills Labs* serve 5 crucial functions for you personally, for you as a professional Trainer, for the Possibility Management gameworld – AND – for upgrading human thoughtware on planet Earth with Possibility Management. Otherwise we would not be providing *Trainer-Skills Labs*.
- **Purpose 1:** To check out wherever you personally are still hooked into low dramas, still projecting mommy and daddy onto external authority figures, still engaging subtle competitions, still listening to voices in your head, still using the 3 kinds of emotions instead of thriving in the adult ego state, still letting your Gremlin eat the possibilities and intimacies of your life, still not following your Pearl, still not serving your Bright Principles, still not jacked into your Archetypal Lineage, etc.
 - **Purpose 2:** To learn from experienced *ETB + PLab* Trainers how to deliver *Expand The Box* trainings, including:
 - Writing in the PM Trainer Alphabet on flip-charts.
 - Simultaneously drawing thoughtmaps while navigating space with speech.
 - How to connect into the source of each thoughtmap so thoughtmaps are alive and not from the head.
 - How to be the space through which your Bright Principles can to their work in the world.
 - Using multiple simultaneous swords of clarity to dealing with a training space full of monsters (per the Lee Lozowick song) and unconscious mega-Gremlins.
 - How to work with sexual energy seductions from Black Widows and White Widows.
 - How to tap into the Bright Principle of Possibility for use in Trainings and your daily life.
 - How to bring possibility and inspiration to participants before, after, and between trainings.
 - How to establish in participants a successful vision for them entering and using the Possibility Management gameworld.
 - **Purpose 3:** To learn from experienced *ETB + PLab* Trainers how to deliver *Possibility Labs*, including:
 - How to empower the Job Manager system – for example, how to make sure first-time participants are not selected to be Kitchen Manager or Food Purchaser.
 - How to navigate giant parallel-play spaces in which to deliver the 15 Big *PLab* Processes, plus additional stellating and archetypal initiation processes.
 - How to deliver the 5 main assemblage-points shift processes (see Codex section XI titled: *What Is Initiation?*).

- How to work with event organizers for a successful outcome.
- How to navigate into and out of the 26 sacred archetypal spaces that make *Possibility Labs* so special:
 - Physical Spaces Protocols, including shoes, jackets, personal belongings, and the Training Space with its candle, flowers, chairs, waste cans, puke-buckets, tissues, rage-cushion and stick, rage-towels, flip-chart thoughtmaps, and Book Table.
 - Water Table Protocols – for example, not filling pitchers up in toilet rooms, not touching the pitcher to the glass as you pour the water into each glass, etc.
 - Kitchen Space Protocols – for example, thoroughly rinsing soap off of dishes before they are dried, not snacking or licking fingers or spoons while cooking, leaving the kitchen cleaner than when you arrived.
 - Job Manager Team Check-In and Coaching spaces.
 - Establishing the Energetic Workspace with Bright Principles and massive grounding cord, then splitting your attention and Setting the Context of the Training Space – plus how to offer Possibility Stones and Gremlin Detectors to first-time participants.
 - Check-In Space.
 - Crack-In-Certainty Exercises.
 - Meal Pauses – making sure that people take a break (stress / relaxation balance to optimize 4 body learning).
 - Technopenuriaphobia Healing Work Spaces.
 - Personal Process Spaces – chairwork, new skill building exercises, Possibility Making in groups of 3, etc.
 - Archetypal Initiation and Stellating Spaces – the 15 Big Process Spaces.
 - Certain Special Secret Spaces.
 - Whiz Bang Spaces.
 - Formal Dinner Spaces.
 - Sacred Sitting Spaces – how to train sitting spaceholders in the protocol of the sitting space, not throwing pillows, how to set up the alter with the flower on the left (women's side) and the flame on the right (men's side), how to ring the bells without shocking people, what to say.
 - Exercise Spaces – how to train spaceholders for delivering the morning exercises space.
 - Logistical Announcement Spaces Protocol – for example, using your voice to pirate spaces rather than clapping hands, whistling, or banging spoons on glasses, selling the team experience in cooking and dishwashing instead of playing victim or manipulating to get volunteers, it is one team, etc.
 - Nonlinear invention spaces – when you do what has never been done in PLabs before, how to document and photograph the thoughtware and processes for future Trainers and how to share what you discovered at Trainer-Skills Labs.

- Splitting your attention between what is and what comes next while talking and using segway-phrases to build the bridges that people can cross to get there.
 - Ceremonial Spaces for transferring from current to next Job Managers.
 - Ceremonial Spaces for participants completing their 10th Possibility Lab and receiving a certificate.
 - Movie Watching Spaces – the set-up, purpose, mood and procedure for choosing which movie to watch.
 - Closing Circle Spaces, including Follow-up Call Connections, loaning videos and books from the PM Library and how to send them back without using any plastic, handing out PM handbooks and PLab certificates (plus how to get certificates and handbooks printed), and Check-Out Circle.
 - Effortless handling of financial agreements and energetic relationships with your Training Organizers and the landlords of the training space so they help protect your work space.
 - Circle of other PM Trainers in your trainings.
 - The space of sharing reports of stories and photos from your trainings with the Trainer Guild.
- **Purpose 4:** For Trainers of the *Trainer-Skills Labs* to create clarity and possibility at the *ETB* and *PLab* Trainer level by delivering what participant Trainers ask questions about and most want to learn, and also receiving their feedback and coaching.
 - **Purpose 5:** To train other Trainers how to deliver *Trainer-Skills Labs*. In other words, for experienced *Trainer-Skills Lab* Trainers to replace themselves at this level in the Possibility Management gameworld so they can level-up.

3.1 Who Should Attend Trainer-Skills Labs?

- (1) Since *Trainer-Skills Labs* are specifically purposed to train Trainers for delivering *Expand The Box* trainings and *Possibility Labs*, the primary qualifier for who should attend *Trainer-Skills Labs* is that the universe is making it clear it is time to deliver *Expand The Box* trainings, to start with, and that you are in the process of qualifying yourself to deliver *Expand The Box* trainings as specified in the list of qualifications in the Codex section: *Who Should Start Giving Expand The Box Trainings?*
- (2) *Trainer-Skills Lab* participants:
 - Have participated in at least 1 *Expand The Box* at least 4 *Possibility Labs* from various Trainers.
 - Have stellated their 4 feelings.
 - Have distilled their Bright and Shadow Principles
 - Have experienced:
 1. Growing Up Initiation (Mom and Dad Process)

2. Dying Initiation
 3. Unfolding Initiation
 4. Relationship Space Cleanout
- Have studied the *Trainer Guild Codex*.
 - Have studied *Radiant Joy Brilliant Love* by Clinton Callahan.
 - Have studied *Conscious Feelings* by Clinton Callahan or *Edgeworker* by Nicola Nagel and Patrizia Servidio.
 - Have their own weekly *Possibility Team*.
- (3) To apply to *Trainer-Skills Lab* a potential participant would telephone any of the *Trainer-Skills Lab* Trainers – particularly any Trainer who delivered one of their *Possibility Labs* – and explain their intention and qualifications.
- (4) In the case where a Trainer notices a qualifying participant of a *Possibility Lab* who has Trainer Principles and innate Trainer skills, the Trainer might extend an invitation to that person to consider preparing themselves to deliver *Expand The Box* trainings by attending *Trainer-Skills Labs* in parallel with completing their 10 *Possibility Labs* and additional external initiatory processes.

3.2 Who Should Deliver Trainer-Skills Labs?

- (1) *Trainer-Skills Labs* should be delivered by a team of at least 2 Possibility Management Trainers with the following qualifications:
- Have participated in at least 5 *Expand The Box* trainings from various Trainers.
 - Have participated in at least 10 *Possibility Labs* from various Trainers.
 - Have participated in all 15 Big Processes from the *PLabs* and most of the 62 core initiations listed at this wiki: http://possibility-management.wikia.com/wiki/PLab_Core_Initiations
 - Have participated in many of the extra adulthood initiatory processes listed in the *Possibility Manager Handbook*, in particular:
 - a. Fire walking.
 - b. Family Constellation for mother's line.
 - c. Family Constellation for father's line.
 - d. Third World Journey (recommended minimum 3 months).
 - e. The Landmark Forum www.landmarkworldwide.com
 - f. The Event www.theeventtraining.com
 - g. Silva Life System live seminar: www.silvalifesystem.com/seminars/silva-360
 - h. Gustav Hossenfelder work www.hossenfelder.de
 - i. 6 Months Aikido with sword work.
 - j. 3 x Improvisational Theater Workshops
 - Have already read many if not most of the books and seen most of the films on the recommended reading and video lists in the *Possibility Manager Handbook* and listed at: http://possibility-management.wikia.com/wiki/Wiki_Content#Possibility_Management_Study_Materials

- Have already accomplished many if not most of the 42 Technopenuriaphobia (TPP) Healing and other experiences listed at: http://possibility-management.wikia.com/wiki/PLab_Possibilities_List
 - Delivered at least 10 (ten) 3 to 5-day paid *Expand The Box* trainings.
 - Delivered at least 10 (ten) 3 to 5-day paid *Possibility Labs*.
 - Have their own Possibility Management trainings website and blog online.
 - Have a circle of at least 100 people to whom they email a newsletter at least once per month.
 - Regularly attend (minimum once per year) *Trainer Research Labs*.
 - Regularly deliver their own weekly *Possibility Team* or *Rage Club* or *Adventure Feelings*.
- (2) If there is a question about who should be a *Trainer-Skills Lab* Trainer the protocol would be to bring at least half of the Trainer Guild together and have a MESS process about it.
- (3) *Trainer-Skills Lab* Trainers post *Trainer-Skills Labs* at the Next Culture online Calendar: <https://de.possibilitymanagement.org/calendar/>

4. What Are Trainer Research Labs?

- (1) *Trainer Research Labs* serve 5 crucial functions for you personally and for you professionally as a Trainer - AND - for upgrading human thoughtware on planet Earth with Possibility Management. Otherwise we would not be offering *Trainer Research Labs*, and we would not feel so sad, scared and frustrated when you choose not to come. *Trainer Research Labs* are such amazing times together!
- **Purpose 1: BUILD YOUR MATRIX** *Trainer Research Labs* build Trainer Matrix in your energetic body through both linear and nonlinear, surprising and intimate Trainer-level experiences.
 - **Purpose 2: CONNECT AND EXCHANGE WITH TRAINERS** To bring the Trainer Guild together and weave further connectedness in the Trainer Body. Trainers share what they have developed and learn what others have discovered, exchanging research.
 - **Purpose 3: UPGRADE TRAINER GUILD STRATEGY AND TACTICS** To further the Possibility Management Trainer Guild as a mutually empowering organism serving the evolution of the world, including new strategy and tactics, and updating the Trainer Guild Codex.
 - **Purpose 4: KICK-BUTT PERSONAL PROCESSES** To provide each Trainer with kick-butt feedback and highly-skilled Trainer chairwork processes that are too complex, too delicate, or too cleverly Gremlin-defended to be handled in *Possibility Labs*.

- **Purpose 5: TRAINING TRAINER-TRAINERS** In other words, *Trainer Research Labs* train you how to deliver *Trainer Research Labs*. It is Clinton's opinion that we need one million (1,000,000) Possibility Trainers working in the world right now operating in all fields of culture shift, bridging people from Patriarchy and Matriarchy to Archarchy. Certainly there will be other Possibility Trainer-Trainers soon delivering Possibility *Trainer-Skills Labs* (TSLabs). This is perfect. However, the *Trainer Research Labs* delivered by *Next Culture Research & Training Center* are for Training Trainer-Trainers. Right now it is so important for Possibility Trainers to come to *Trainer Research Labs* because the more Trainer matrix you build, the more space you automatically hold for attracting and training some of the one million Trainers.
- (2) So please make the time to come to *Trainer Research Labs*. There are not so many, and who knows for how long?
 - (3) In spring 2017 the Trainer Guild made the decision that there is no fee for the *Trainer Research Labs*. It is important that as many trainers as possible gather. The costs for accommodation, food and the seminar room will be spread upon the team.
 - (4) For each *Trainer Research Lab* a placeholder team will be put together that holds space for the Lab on a meta level. In addition there will be a job manager. At the end of each TRL a placeholder team for the next TRL will be announced.
 - (5) In December 2016 / January 2017 we officially started a new custom in the Trainer Guild: to regularly (usually in January) have a 14-day *Trainer Research Lab*. The idea is that the Trainer Guild grows substantial enough that we can play, train and be together for an extended period of time (maybe in some exotic place which is not known yet) on a regular basis to further Expand The Box of the Trainer Guild.
 - (6) Please put *Trainer Research Labs* dates in your calendar and please dedicate these times to further expanding your Trainer gameworld. Subjectively speaking Trainer Guild is the coolest gameworld in this part of the galaxy.

4.1 Who Should Come To Trainer Research Labs?

- (1) Trainers should come to *Trainer Research Labs* who meet the following three criteria:
 - (1) They are already delivering *Expand The Box* trainings.
 - (2) They wish deep-in-their-heart to support the Trainer Guild in its commitment to delivering thoughtware from the context of radical responsibility, in particular through *Expand The Box*, *Possibility Labs*, *Trainer-Skills Labs*, and other manifestations of the Possibility Management gameworld.

- (3) They wish deep-in-their-heart to grow the Trainer Guild community by empowering new members of the Trainer Guild and deepening their connection and collaborative projects with other Trainer Guilders.
- (2) *Trainer Research Labs* are of necessity experimental spaces. An interesting question is: Are we experimenting or being experimented with? Trainers who are willing to have no answer to that question are more likely to be delighted with what happens in *Trainer Research Labs*.

4.2 How are new trainers invited to the Trainer Research Lab?

- (1) Is a new trainer person interested in attending the *Trainer Research Lab*, they should meet the following criteria:
 - They are already PM Trainer
 - They already hold space for *Expand The Box* Trainings
 - They have visited at least 1 *Trainer Skills Lab*
 - They have attended at least 7 *Possibility Labs*
- (2) A team of 3 Trainer Guild trainers (one of them not knowing the new person, if that is possible) go in contact with the new person. This can happen via Skype, TelCo or in person. The purpose is to scan the matrix of the person. During the conversation the following questions can be asked:
 - What is your purpose in coming to the TRL?
 - In which way is the person committed to the PM context?
 - In which way does the participation serve the space of the TRL and the person?

The 3 trainers then decide whether the person is invited to the TRL and inform the Trainer Guild accordingly about their decision.

5. Who Should Start Giving Expand The Box Trainings?

- (1) The following are ideal qualifications for a person to successfully deliver the 3-5 day high-intensity adulthood-initiation experience named *Expand The Box*. Of course, nobody matches the ideal because... we are human beings. However, with over 40 years of experience learning the hard way what to avoid and what to assure while developing *Expand The Box*, wouldn't it be wise to try to do whatever you can to help stack the cards in your favor?
- (2) **TRAINER PRINCIPLES** To begin with, you probably need to have some form of the following 3 "Trainer Principles" in your distilled Destiny. If any of these 3 are

not in your repertoire already then you will need to connect with them and develop them somehow, which requires conscious efforts and feedback and coaching from other Trainers. All three of these Trainer Bright Principles are equally important, and yet... having a razor-sharp lightening-speed flame-spitting sword of clarity seems to make a serious amount of difference...

- Sword = for example, Clarity
- Heart = for example, Love
- Soul = for example, Possibility / Initiation / Transformation / Evolution.

(3) TALENTS You have some of these natural Possibility Trainer talents:

- Passionately precise
- Humorously communicative
- Vulnerably present
- Scanning with sensitive / intuitive accuracy
- Fiercely committed to a bright future vision for each person and for Earth.

(4) You already have participated in 10 *Possibility Labs* or be well on the way and fully committed to your first 10 *Possibility Labs* with the intention to :

- Be complete with your mom and dad
- Be bored with projecting onto other people
- Be bored of Low Drama
- Live consciously with your Gremlin, call it by name, tell it to "Sit!"
- Give your Gremlin interesting jobs to do
- Distill your Hidden Purpose (Gremlin's Shadow Principles)
- Shift from Verbal Reality to Experiential Reality
- Shift from Defensive Learning to Expansive Learning
- Shift to Making Time and moving faster than the speed of time rather than chasing after time and trying to find time
- Minimize your Now so that it is smaller than the gap between moments

(5) You already have participated in a minimum of 3 and better 5 *Expand The Box* trainings given by an assortment of other Trainers.

(6) You have already participated in at least 4 *Trainer-Skills Labs*.

(7) You already be building a database of a circle of like-minded people who you have been regularly feeding with energetic food such as a monthly newsletter with distinctions, stories, and interesting links and opportunities that you offer.

(8) You already have a website, a company name, a logo.

(9) You already have a place where you regularly deliver paid single coachings, even the loud ones, to somewhere around 10 clients per week. (fee is 150 € to 200 € for a 1.5 to 2 hour session, 2 sessions / day x 5 days / week = 10 sessions / week = 6,000€ per month),

- (10) You already give regular monthly public talks about topics that matter with distinctions from Possibility Management that listeners pay a minimum of 10€ / \$10 to attend.
- (11) You already be giving regular public workshops about Possibility Management topics.
- (12) You already have a regular weekly *Study Group* or *Possibility Team* for some months attended by people in your circle.
- (13) You have already read *Conscious Feelings* and *Radiant Joy Brilliant Love* by Clinton Callahan, perhaps more than once.
- (14) You actually do the SPARK experiments every couple weeks and don't just think about doing them.
- (15) You have already read half the books on the recommended Possibility Management reading list, http://possibility-management.wikia.com/wiki/English_Books_To_Read especially including:
- *Creating* by Robert Fritz
 - *Choice Theory* by William Glasser
 - *Impro* by Keith Johnstone
 - *Self-Observation* by Red Hawk
 - *Tribes* by Seth Godin
 - *Mount Analogue* by René Daumal
 - *Original Wisdom* by Robert Wolff
 - *Secrets of the Talking Jaguar* and *Long Life Honey in the Heart* by Martín Prechtel
 - *Daemon and Freedom* by Daniel Suarez
 - *Of Water and the Spirit* by Malidoma Patrice Somé
 - *Finite and Infinite Games* by James P. Carse
 - *Dune* by Frank Herbert
 - *Parent Effectiveness Training* by Thomas Gordon
 - *Radical Parenting* by Brad Blanton
 - *The Kin of Ata Are Waiting for You* by Dorothy Bryant
 - *Ender's Game* by Orson Scott Card
 - *Winning Through Enlightenment* by Ron Smothermon
 - and you should be at least part way through reading *In Search of the Miraculous* by P. D. Ouspensky
- (16) You have watched at least half the videos on the recommended Possibility Management viewing list: http://possibility-management.wikia.com/wiki/English_Films_to_See
- (17) You notice that you don't go anywhere without:
- Your *Possibility Stone*

- A watch (not just a smart phone, which takes too long to read the time, especially in training spaces...)
- A knife
- Wooden matches (because you have stopped submitting to the capitalist patriarchal empire illusion of disposable plastic lighters)
- Your passport (because you never know when your Archetypal Lineage might send you on a mission that requires you to cross modern culture's international borders) protected in an RFID scanner-shield (To understand about the RFID scanner-shield please read Cory Doctorow's book *Little Brother*) along with a couple pieces of spring steel that you find in the street...
- And a piece of string... (To understand about the string please read Terry Pratchett's book *The Wee Free Men*)

(18) You are no longer smoking (anything).

(19) You are no longer drinking alcohol.

(20) You are no longer eating fish or seafood.

(21) Your Gremlin and Adult ego states are no longer enmeshed.

(22) You have stellated anger, fear, sadness and joy to 100% maximum intensity and have turned on and live with your 4 archetypes.

(23) You can be bad. (Conscious use of Gremlin.)

(24) You have already travelled to sacred sites in third-world countries for a few months.

(25) It also seems to help if you don't actually want to deliver *Expand The Box* trainings. More like the universe is telling you to do it.

5.1 What Is Your "Practice" Expand The Box?

(1) When basically all the above applies to you and something comes alive in you such that it is necessary that you begin to deliver *Expand The Box* trainings, first meet or phone with a couple of the Trainers you know from being in their *PLabs*. Tell them what you are thinking and feeling and ask them what they think and feel about you delivering *Expand The Box*. Are you ready? What is their feedback and coaching about this? If they suggest things to practice, to strengthen, or to watch out for, it is pure gold.

(2) If you have the positive agreement of several (more than 1 or 2) members of Trainer Guild, trust them. Go ahead. Set a date, reserve a space, and get 6 friends together to deliver a test 3-day *Expand The Box* training for no tuition. This is your Practice *ETB*. Be sure to tell these people they will not receive an official *Expand The Box* graduation certificate from this training because it is your Practice *ETB*. They will not yet be qualified to go to *PLabs*. Those participants, who participated in a practice *ETB* and would like to continue, have the possibility to participate in an official *ETB* (your own or one of the other trainers) by paying 50% of the regular price and thus get their certificate.

- (1) It is important that at least 1 of the participants of your Practice ETB be a Possibility Trainer already delivering *Expand The Box* for a while who can coach you from broad and precise experience. This is a value of the Trainer Guild: helping our new Trainers. In addition it is advisable that 1 or 2 of your participants have already attended an ETB (i. e. 3 out of 6 participants). The Feedback and Coaching will thus be even more differentiated.
- (3) It is also important to arrange your Practice *ETB* to minimize extra costs for you and the participants such as room rental, overnight, and food costs. For example, arrange to use private spaces for sleeping or meeting, eat simple meals at home, and so on.
- (4) Reserve 15 or 20 minutes at the end of each session during your Practice *ETB* and ask participants for a round of feedback and coaching. *What worked? What did not work so great? What could you try next time to create better results? Ask them to coach everything:*
- *Your facial expressions.*
 - *Your posture.*
 - *Your gestures.*
 - *The way you move through space.*
 - *Your tone, intensity, insinuation, and other qualities of voice.*
 - *Your contact.*
 - *Your space holding and nonlinear space navigating.*
 - *Your humor (or lack of it... or your Gremlin's use of it...)*
 - *Your intentions and purposes.*
 - *Your vocabulary and speaking skills.*
 - *Your writing and drawing skills.*
 - *Being able to write and hold space and speak at the same time.*
 - *Your ability to deliver clear instructions for the exercises.*
 - *Your clarity of spaceholding, i.e. making it safe to be vulnerable and take risks.*
 - *Your ways of dealing with the other Gremlins in the room.*
 - *The way you handle logistics. The way you manage the logistical details to enhance the drala (the magical energy) of the space.*
 - *The way you are not controlling the space, not being the Alpha-Male in the space, creating space for others to show up in extraordinary ways.*
 - *The way you flow energy, getting the non-talkers to talk, keep the over-talkers from taking over the space, etc.*
- (5) **EVEN IF YOU DON'T UNDERSTAND WHAT YOUR COACHES SAY, AND ESPECIALLY IF YOU DO NOT AGREE WITH WHAT THEY SAY... WRITE DOWN WHAT THEY SAY IN YOUR *BEEP! BOOK* so it is available for you to review at a later date when you are not so identified with your Box and your Gremlin. *Shift! Go!***

- (6) Another approach that new Trainers sometimes try is to deliver their first *Expand The Box* as co-trainer with someone who has already been delivering *Expand The Box* for a while. *This is not such a strong beginning because it is difficult for the more experienced Trainer to shrink their natural spaceholding so you can spacehold more.* If you are going to deliver your “practice” *Expand The Box* as a co-Trainer, it is better to do it with someone who also is delivering their first *Expand The Box*. Then you are both on equal footing.
- (7) After delivering your *Expand The Box* “practice” training, go back and participate in another Trainer’s *Expand The Box*. You will be amazed at how much you learn because you see it with completely different eyes.
- (8) From then on your *Expand The Box* trainings are delivered for the full global standard tuition 650 to 950 Euros (Sliding Scale) including tax.

6. What Is Initiation?

- (1) The term initiation in Possibility Management refers to processes where the assemblage points (a term developed by Carlos Castaneda) get repositioned.
- (2) In Possibility Management the term *assemblage points* has a different usage, namely it refers to the Next-culture initiations which do something different with your assemblage points than:
- Modern culture’s initiations (which are essentially nonexistent because authentic adulthood initiations were banned over 6,000 years ago) and,
 - Indigenous initiations (which anchor your assemblage points into the village traditions).
- (3) In Possibility Management your assemblage points are repositioned so they are anchored into your own energetic center. This makes you radically responsible.
- (4) Possibility Trainers deliver five categories of assemblage-point-shifting initiations:
- Banishment, which sends away something that you added in order to survive your childhood that is no longer necessary when you have an adult relationship to the world, such as a block, a fantasy world, an old story, or a partnership with a demon.
 - Retrieval, which reconnects you to something that you sent away in order to survive your childhood, such as your imagination, your energetic center, your feelings, your sword of clarity, your ability to say “No!” or “Stop!,” or a chunk of your energetic body.
 - Thoughtware Upgrades, which use the Bright Principle of Clarity to compare and contrast your current thoughtware structure (or lack thereof) with adult or radically responsible thoughtware, giving you the choice of which thoughtware you will use from here on out.
 - Healing surgeries, which transform your relationship to things of the past, for example: mind-machines, mental wiring, old decisions, old stories, your relationship to external authority figures, voices in your mind, beliefs, expectations, etc.

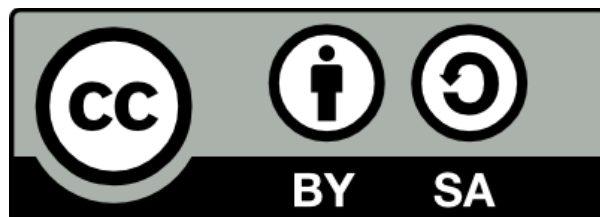
- Stellating, which hooks you into adult and archetypal resources either inside of you or outside of you that modern culture knows nothing about, including your Bright and Shadow Principles, your Gremlin, your Pearl, and your Archetypal Lineage.
- (5) Possibility Trainers are skilled in delivering all 5 initiations because one never knows which might be needed as a next step for a client.

7. Who Should Start Delivering Possibility Labs?

- (1) This is a really tricky consideration.
- (2) If you are not already regularly delivering *Expand The Box* trainings then probably delivering *Possibility Labs* is not great for the Trainer Guild because participants for *Possibility Labs* come from excellently delivered *Expand The Box* trainings. We have found it takes approximately 5 excellently delivered *Expand The Box* trainings to fill one *Possibility Lab*. If you are not delivering excellent *Expand The Box* trainings before delivering *Possibility Labs* then you are probably making it more difficult for other Trainers in the Trainer Guild to deliver *Possibility Labs*.
- (3) Should you deliver *Possibility Labs*? The only valid answer is: Those who can consistently deliver authentic adulthood initiatory processes in the context of radical responsibility using the thoughtmaps, tools, exercises and processes of Possibility Management which participants can apply in their daily lives and build on during subsequent trainings should be delivering *Possibility Labs*.
- (4) If you are already doing this, how could there be an objection? Humanity can only grow up through rigorous adulthood initiations. Modern culture does not provide these. Who will? If being an authentic adulthood initiator is part of your Archetypal Lineage then you MUST deliver *Possibility Labs* in order to be your Archetypal Lineage in action.
- (5) Human beings are designed to be initiated into thousands of radically responsible distinctions and previously unfathomable capacities, but who is trained to deliver them to us? The answer is: the ones who can deliver them. End of story.
- (6) The best answer about being ready to deliver *PLabs* is radical reliance on group intelligence. It truly helps if you are in intimate and ongoing working-relationships with many members of the Trainer Guild – especially your “enemies,” the Trainers who freak your Box out and who your Gremlin naturally avoids. It creates such a solid foundation of workability if you are already collaborating with many other Trainer Guilders in whatever projects you can. Then if it comes time for you to level up and be delivering *Possibility Labs* everyone will already know it and feel it and love it, and the whole Trainer Guild will be ready and more-than-willing to support you to taking the necessary steps.

8. What About Copyrights And License Fees?

- (1) Possibility Management is open code thoughtware that comes from the context of radical responsibility and is woven together by Possibility Managers and Possibility Trainers into an evolutionary gameworld.
- (2) *Open code* means the thoughtware is directly accessible by anyone who has the matrix to consciously hold and apply the thoughtware. It cannot be hidden, or rather; it is hidden in plain sight.
- (3) The whole idea of copyrights in this case is ridiculous. Possibility Management thoughtware is free for the taking from an unlimited source and transforms the taker through unquenchably igniting in them previously unpredictable capacities. This is nasty stuff.
- (4) Therefore, all of Possibility Management is *copyleft*, which in short means that it can never be copyrighted. <http://en.wikipedia.org/wiki/Copyleft>
- (5) In terms of a [http://en.wikipedia.org/wiki/Creative Commons license](http://en.wikipedia.org/wiki/Creative_Commons_license) Creative Commons license, Possibility Management thoughtware, thoughtmaps, tools, distinctions, processes, exercises and experiments are all licensed to any user under a [Creative Commons Attribution-ShareAlike 4.0 International License](http://creativecommons.org/licenses/by-sa/4.0/).



- (6) What this means is that you may use whatever you want from Possibility Management, including making money, giving talks, seminars, workshops, trainings, personal coaching, writing books, making films, apps, computer games, art, music lyrics, etc. You are licensed to become more rich and famous than us using Possibility Management. Go! All you need to do is reference Possibility Management and www.possibilitymanagement.org as the source, and keep the same agreement when you pass it on to others.
- (7) In addition to that, anyone who delivers anything from *Expand The Box*, *Possibility Labs*, *Trainer-Skills Labs*, *Trainer Research Labs*, or anything else the Bright Principals might shove down the tubes to the Earthlings through the Trainers, pays no license fee to any person or organization who trained you to be a Possibility Trainer, ever. The license fee is included in your training participation fee. Cool, eh? Now you have no reason not to succeed!

9. What Are Age Policies For Trainings?

- (1) The minimum age to be an *Expand The Box* Trainer is 24 years old. Prove me wrong.
- (2) The minimum age for a participant in *Expand The Box* training or *Possibility Labs* is 16 years of age and anyone under the age of 18 must provide parents' written consent to participate.
- (3) The minimum recommended age for a participant in *Expand The Box* or *Possibility Labs* is 18 years of age.
- (4) There are no maximum age limits for participation in *Expand The Box* or *Possibility Labs*. So far the oldest ETB participant was 80 years old.

10. What Are Trainer Guild Pricing Policies?

- (1) Around the world the price for both *Expand The Box* and *Possibility Labs* is standardized at 650 to 950 (Sliding Scale) Euro resp. Dollars including tax, excluding room and food, regardless of how long the training is. If the invoice of a participant is paid by their company, there is no sliding scale, but the fix price of 950 Euros (this does not include self-employed individuals, i. e. one-man/woman companies).

In countries with very low income (e. g. Portugal) some trainers are currently experimenting with a sliding scale of 450 to 750 Euros (supposed the training takes place in the specific country). In case you would like to experiment with that abroad, please inform the Trainer Guild so that there is transparency.

- (2) The standardized price is a low to medium price for such a training experience in the global training marketplace. By standardizing the price we avoid price-lowering competitions between Trainers which might be typical in capitalist patriarchal empire but are not part of archaarchy.
- (3) The standard tuition price for *Trainer-Skills Labs* regardless if it is 3 days or longer is € 1000, - plus tax, room and food.
- (4) The *Trainer Research Labs* regardless if it is 5 days or longer is currently free of charge. Room and food will be paid by each participant.
- (5) Since October 2017 there are no more standard discounts for PM Trainings. We thus want to avoid the discount discussions we oftentimes had in the past. If a person asks for a discount the trainer can however decide to grant a reduction in exchange for "Earth Service". That means that the participant commits and proves do „Earth Service“ for e. g. 150 Euros (e. g. picks up garbage in their home town, plants trees, etc.) and consequently pays less monetary training fee. It is up to the trainer to decide the "Earth Service reduction" granted.

(6) EXPAND THE BOX REPEATS: There is a standard price reduction for repeat participants of *Expand The Box* as follows (including tax, not including transportation, room or food):

- | | |
|----------------------|--------------|
| a. First ETB | 650 to 950 € |
| b. Second ETB | 400€ |
| c. Third ETB | 200€ |
| d. Fourth ETB | 100€ |
| e. Fifth or more ETB | 0€ |

10.1 Free ETB And PLab Seats For Trainer Guilders:

- (1) Once a Trainer Guilder has paid to participate in 4 *Expand The Box* trainings they can participate tuition-free in *Expand The Box* trainings delivered by other Trainer Guild Trainers.
- (2) Once a Trainer Guilder has paid to participate in 10 *Possibility Labs* they can participate tuition-free in *Possibility Labs* delivered by other Trainer Guild Trainers.
- (3) Trainer Guild Trainers reserve a minimum of three places in each of their *Expand The Box* trainings and *Possibility Labs* for other Trainer Guilders to participate tuition-free. There are many benefits from doing this.
- (4) One benefit is that Trainer Guilders use the Rapid Learning model with feedback and coaching from other Trainer Guilders during their trainings to mutually support each other's ongoing and further development as Trainers.
- (5) Another benefit is that *ETB* and *PLab* Trainers who expose themselves and have personal contact with participants of other Trainers' *ETB* and *PLabs* build confidence in participants to try the trainings delivered from other Trainers in the Trainer Guild – which is a core Trainer Guild value: It is not the Trainers themselves delivering value, but rather the Bright Principles and Archetypal Lineages at work through the space that a Trainer is, and the spaces the Trainer navigates.
- (6) Another benefit is that by connecting over and over with the different Trainer Guilders in Training spaces the body of Trainer Guilders becomes a team of friends. The gameworld of Possibility Management deepens and becomes more resilient.
- (7) Another and perhaps the most important benefit is that by ongoingly participating in other Trainers' *ETBs* and *PLabs* a Trainer stays in the flow of their own evolution and can do their own processes in public, which is where authentic transformation happens, which exemplifies another core value of the Trainer Guild: Trainers are evolving human beings, do not know it all, and we are all in this together.

10.2 What About The Organizer's Commission?

- (1) Successful event organizers are multi-talented highly-organized work allies, a rare find, and can be essential partners for delivering trainings outside the Trainer's circle of contacts. The Trainer Guild has established the following commission rates for those special people who help us organize trainings, talks and workshops.
- (2) The organizer can attend for free, that is, he doesn't pay the usual tuition fee but he pays for room and board. If there is more than one organizer, such as an organizer team, you need to negotiate how many free seats the organizer gets. We suggest only one free seat.
- (3) To participate in a talk or work-talk a participant would pay between €10 to €35 at the door.
- (4) To participate in a one-day workshop a participant would pay between €50 and €150 when they register.
- (5) COMMISSION CALCULATION FOR A TALK: For a talk the income is divided 50/50.
- (6) COMMISSION CALCULATION FOR A WORKSHOP: For a one-day workshop, the expenses of both the organizer and the Trainers (advertising, room rental fees, snacks, water, travel for Trainers, etc.) are subtracted from the total income received and reimbursed to the organizer and the Trainers. Of the remainder, 50% belongs to the organizer. The reasoning behind this is that the income from talks or workshops is not so high as for trainings because the tuition is not so high. The talks and workshops serve as easy first-steps for people becoming acquainted with you as a Trainer and with the look and feel of Possibility Management work. Is it right for them? If their answer is yes then the talks and workshops serve as a gateway for participants to step into your central offering, *Expand The Box* trainings plus *Possibility Labs*. The talks and workshops are a form of marketing or spreading the word that you get paid to deliver instead of paying. Not so bad. If the organizer can pay their grocery bill for a week because of their work they will feel inspired to organize more events for you.
- (7) COMMISSION CALCULATION FOR A TRAINING: For a multiple-day training, the expenses (travel, overnight and food for trainers, advertising, room rental fees, training material, VAT (for organizers located in Germany this is currently 19%) etc.) are subtracted from the total tuitions received and reimbursed to the organizer and the Trainers.
- (8) The distribution of the remainder depends on certain criteria which are written down in the separate document „**Agreement between Trainers and Training**

Organizer“. The organizer receives – after the deduction of all costs 30% of the returns for the organization of an ETB and 20% of the returns for the organization of a Possibility Lab. In case they don't fulfill one or several of the criteria mentioned in the document the provision is reduced to 15%. Taking the example of 30% for an ETB, this can add up to a sizeable chunk of change, (25 participants x €600 / participant = €15,000 less €3000 expenses = €12,000 x 30% = €3600) a measurable portion of an organizer's income if they enroll three or four trainings a year for you. But when the organizer is supported by creating these trainings, you get to effortlessly walk into turn-key training venues around the world year in and year out and do what you do best: magic!

- (9) To keep the momentum and enthusiasm for an organizer, it can help immensely if you the Trainer keep energy flowing in their direction by keeping contact, providing clear and specific appreciation for what they are doing, providing support, and offering a continuous flow of nonlinear possibilities for the organizer. Help them get their own Possibility Team started. Help them get into other Trainers' events. Etc.

10.3 What About Cancellation Fees?

- (4) The Trainer's cancellation fee:
 - a. In gameworlds other than Possibility Management, trainers often charge participants a cancellation fee if they cancel their registration before the training. In Trainer Guild trainings it is different. Here is why:
 - b. Deciding to come to an *Expand The Box* training is a BIG step. Sometimes people register who are not really ready for it.
 - c. You may have noticed yourself that the *ETB* does not only have an after effect but also a pre-effect. In our experience the training is already causing effects in registered participants' lives two or three weeks before it begins.
 - d. This pre-effect allows for a natural selection. Whoever is not ready for *ETB* will feel it and withdraw their registration - no matter which reason they use later.
 - e. It is much better for the Trainer that a participant withdraws from the Training before the Training starts than during the Training, or by playing victim and trying to make you the persecutor afterwards.
 - f. The participant's decision to leave is reasonable and actually responsible.
 - g. If Trainer Guild requested a cancellation fee the decision to not come to the Training is being made unnecessarily difficult.
 - h. At the latest, when the participants choose either the *Blue Pill* (means they pack up their things, go home, and forget about this Box expansion stuff, and we give them their full tuition back – not hotel or restaurant fees) or the *Red Pill* (means they commit to staying until the end of the training no matter how uncomfortable they feel, knowing they will experience multiple liquid states in any of their 4 bodies) the pre-training cancellation fee becomes contradictory. How could it be that someone who takes the *Blue Pill* gets his money back while someone else who cancels a week before the training pays a cancellation fee?

- (5) The venue's cancellation fee:
- a. As an organizer or the responsible person for the training you already know that the number of registrations *will* go up or down in the days before the event. Your job is to clarify this with the venue before you sign the contract. It is a fact.
 - b. It works best to speak personally on the phone (not by email!) with the venue director and create an agreement where only those people pay for overnight who actually show up at the training. At *Expand The Box*, the exact registration count is only clear *after* the first session where people choose either the *Blue Pill* and leave or the *Red Pill* and stay.
 - c. You will need to make authentic contact (one of the seven core skills of PM) with the landlord of the venue and explain how *Expand The Box* training is different from a normal seminar. It is your responsibility to create an agreement that works for you and the participants and not just adapt to the venue's standard contract.
 - d. Having to pay for unfilled beds, uneaten food, or an unused training room is a burden you should not arrange for yourself to bear. The work itself is challenging enough, don't you think?

10.4 Including the Trainer Guild upon individual trainer decisions

Which kinds of individual decisions require the involvement of the Trainer Guild?

As soon as a trainer would like to make a decision regarding an ETB or LAB that could have consequences for the Trainer Guild, they should ask for feedback from at least 2 colleagues, if they sense the slightest tension („feels strange“). In case they get a GO it should be easy to make the decision. In case they get a BEEP they should get coaching from 3 colleagues:

- a. A trainer with experience in the specific field
- b. A trainer who would be affected by the decision
- c. A trainer who would not be affected by the decision.

As an example in Bali we discussed the situation that a trainer would like to deliver an ETB in Dubai at the price of 5000 Euros per participant.

11. How Does Someone Become A Certified Possibility Trainer?

- (1) The Trainer Guild is informally associated with the *Next Culture Research & Training Center* (NCRTC).

- (2) NCRTC is presently the only agency that officially grants Possibility Trainer Certification to Possibility Trainers. Hopefully there will be other Trainer-Trainer Training agencies in the near future. The world needs 1,000,000 Possibility Trainers right now. In the Possibility Management Gameworld the trainer certification is as of now done by the Trainer Guild Team. erfolgt eine Trainer Zertifizierung ab sofort durch das Trainer Gilde Team. We currently explore what different possibilities there are instead of a certification, since the name "certification" does not fit anymore. The "certificate" in the ETB is the golden key and entrance to the Lab. As certificate in the Lab, it could e. g. give a passport with seals for the big processes. We keep exploring.
- (3) Trainer certification is a bizarre thing because a person is *not* given a Trainer certificate after attending 3 *Expand The Boxes*, 10 *Possibility Labs* and 10 *Trainer Labs* plus accomplishing a list of tasks. They are not given a Trainer certificate like a doctor gets a license to practice after earning a degree. A Possibility Trainer practices first.
- (4) A Possibility Trainer receives certification only after he or she has already become a Possibility Trainer. That is, after they have already proven that they are producing initiated people.
- (5) By then the certificate itself becomes superfluous... which is as it should be.
- (6) This is the same as understanding that money has no value in and of itself. Money simply represents worth. Only the worth has worth. The paper notes or computer figures themselves are worthless. Hording money is like mistakenly filling your basement with restaurant menus thinking you are filling your basement with food.
- (7) A Possibility Manager needs to be delivering the services of their Archetypal Lineage before they are certified as a Possibility Trainer.
- (8) The result is that it may take anywhere from 7 months, to 7 years, to 7 lifetimes to become a Certified Possibility Trainer.
- (9) The core question for anyone taking this path is: Do you value the process? If the experience of learning what you need to learn, and doing what you need to do, on the path of becoming a Trainer turns you on, then you gain the satisfying sense that you are in the right profession from the very beginning. It does not get better than this.
- (10) Because Possibility Management is continuously evolving, a Trainer's path is never finished. In short, every one of us remains the sorcerer's apprentice forever. This means the gameworld of Possibility Management is a Winning Happening game, an infinite game - played so that the game can continue to be played: High Level Fun!

12. When Do You Get a Trainer Profile on the PM Website?

Generally, every active ETB trainer and new trainers – as soon as they get the GO from their mentoring trainers - gets the possibility to have a trainer profile on our common website after a successfully delivered Practice ETB. Thus the first open ETB can be advertised through this medium in an appropriate way. The costs consist of two parts:

- 1) monthly current costs (shared by all trainers with trainer profile, see below) and
- 2) a one-time investment of the amount of one ETB participant, which means right now a free chosen sliding scale between 650 and 950 EUR.

The monthly costs (1) are payable immediately, the one-time investment (2) only after a delivered ETB (with enough transaction volume).

The membership in the Trainer Guild and the Trainer Profile are independent of each other and that the energy exchange for the latter is covered by the one-time investment (+ participation in the ongoing costs). Thus new trainers, who haven't joined a TRL yet, but got a GO as ETB Trainer, can get a Trainer Profile. This also applies for trainers, who haven't attended a TRL for a longer time.

Whoever gets a new Trainer Profile, pays for the current year only the months during which the profile has been online. At the end of the year, a precise overview will be made and a decision taken about the amount for the following year. The one-time costs are for further development of the website.