



Date and Time: June 19<sup>th</sup> 2021,  
04:30pm – 06:00pm

Memo written by:  
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Host: Anita von Hertel, Sarah  
Heiligensetzer, Adrian Thomas

Speaker: Gary Friedman

### **Title of the Session: Inside Out – Mindset for Mediators**

How can we use what is inside to the outside (our mediations)?

How can we bring the presence that is required to do this?

85% of all interaction is nonverbal. our presence within ourselves allows us to tune into this.

(SCPI - Self Reflection for Conflict Professionals Intensive)

#### **Idea 1: The “3 Breaths” Technique**

- what is it? simple! it’s to take 3 breaths, calmly and consciously
- you can *always* locate yourself
- you can’t change the people you’re working with. BUT you can change the system by changing yourself
- no one will know you’re doing it
- this is something you can practice on your own and then draw on it in the situation. it does need practice; it may take months.

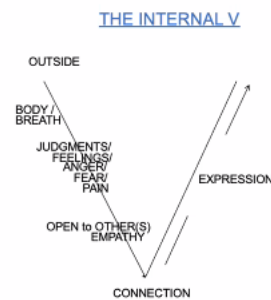
#### **Idea 2: Beginner’s Mind**

- when you find yourselves thinking “I know this case, I’ve had this before”: this is when we tune out of the real situation  
how do we change this?  
we can tell ourselves “I don’t know”: we open up to the situation *right now as it is*
- what makes this difficult: people might want something else. we might prefer something else. it’s more work!
- we don’t *need* to understand, but we need to *want* to understand

- if they say, “you didn’t get it, you didn’t understand me” – amazing!, it reconfigures the relationship: it becomes horizontal. and it shows they care about you understanding them.

### Idea 3: The “Internal V”

- what we can do when we find ourselves judging other people is to ask ourselves: where do I feel the tension connected with this opinion in my body? and to connect with it, maybe put my hand there.
- the opinions we have of other people are *ours* – we put these ideas there!
- these judgements put up a separation between the people we are working with and ourselves – and they come with physical sensations.
- the “Internal V” helps us here, the path down to the connection (see the presentation)
- “Our minds can fool us; our bodies tell the truth.” (Gary)



### Final thoughts

- giving empathy to others and giving empathy to myself – it always goes together, and it is a lifelong process
- Reflect for yourself: Why do I do mediation? How does it *feel* to be motivated to do mediation? What early memories may come up in connection with this?
- Gary has a ritual before every mediation he does: “I put my hand on the back of the chair to remind myself what a privilege it is to be able to do this work.”

### Links

<http://everydayzen.org/>

<http://www.understandinginconflict.org>