

An Interview with the Incredible Hanshi Stephen F. Kaufman

By

Hanshi Frank Dux



Hanshi Stephen F. Kaufman, Shodai Soke

I attended Grandmaster Irving Soto's *Live Martial Arts Masters* event in New York City on May 19, 2012. It was an amazing gathering of true masters in the martial arts. I have been around the world many times and have met just about everyone of merit in the arts; no need to mention names, you all know who I am and the validity of my reputation. However, I was not in any way, shape, or form, prepared for meeting Hanshi Stephen Kaufman.

To say that this man is “special” is without question. For those of you who are not aware of his contribution to the arts, I can say with all due respect and reverence that Hanshi Kaufman is truly responsible for the inordinate consciousness raising of all of us.

I first learned of Hanshi Kaufman when a friend handed me a copy of *The Martial Artist's Book of Five Rings – The Definitive Interpretation*, and said, “Check this out, somebody may actually know what they're talking about.” Of course, I looked at it and said, “Yeah, right, another master.” I respected my friends judgment and began to read the book. It blew me away! This was not another martial arts book or Japanese business reference. This could only have been written by someone who lives the life and doesn't just practice punches, kicks, and clever little self-defense techniques. What he knows, and the manner in which he teaches it, is nothing short of astonishing. I have since come to read most of the Hanshi Kaufman's books, and consider him a legitimately great master. Each book seems to be more profound than the last.

Hanshi Kaufman had asked if Grandmaster Soto and I would be so kind as to permit him to interview us for his *Hanshi's World*TM cable TV show. He wanted us to talk about our experiences and to do it in an informal setting, so the world at large would see us as real people, aside from our martial arts reputations. We did the show, and had a great deal of fun talking candidly about what we had been through and how we began our careers. We chatted about our beginnings and how we, Grandmaster Soto and myself, had come to know one another. The entire interview was impromptu and Hanshi Kaufman knew how to get us to speak about things that we would normally have kept close to our chests. While all this was happening, it occurred to me that I might want to reverse this interview and interview Hanshi Kaufman.

When we finished the show, we retired to one of New York's kosher delis for one of the best pastrami sandwiches on the planet. During lunch, I asked Hanshi if anyone had ever interviewed him. He immediately replied, "No, and as a matter of fact I wouldn't mind that, but it would have to be straight ahead without me knowing what questions you would ask so I can offend as many people as possible." We all had a good laugh and decided not to video the interview, I wanted him completely relaxed. I would tape him at different times during the weekend and to allow his different moods to be expressed. I recorded over three hours of Hanshi just talking, as he called it, straight ahead. He talked to me about his original involvement with the martial "universe". Hanshi doesn't like the word "martial arts," as art to him implies a form of entertainment. He prefers to speak in terms of "martialism," a word he coined to define exactly what it is that he does. I listened to him with rapt attention as he talked about his experiences "in the field," and most of the books he has written, including my favorite, *The Sword in the Boardroom – Conversations with Sun Tzu and Musashi on Winning for the Benefit of All Concerned*. This book is becoming a full-blown classic on the mat *and* in the corporate world. It is unbelievable that anyone could put something like this together and have it read like a major orchestral work.

Hanshi Kaufman also founded and developed *Self-Revelization Acceptance*TM - *Your Divine Right to Live in Joy and Freedom*. Notice the spelling of revelization, not to be confused with realization. This book is probably one of the most profound reality self-help works in history and Hanshi tells you step-by-step how to ascend to the highest realms of consciousness conceivable. I could go on and on, but I'd rather get to the meat of the matter.

Here is the interview with very little editing. Get ready to be blown away!

D – Really had lots of fun yesterday during the interview for *Hanshi's World*. How did *Hanshi's World* come about?

SK – This fellow I know asked me if I would want to be on his show to discuss some current events. I was looking for a venue to pitch my books and do some interviewing of martial people that I knew, but I had no idea

what was involved. After we finished the segment, I went over to talk to one of the editors at the studio and I just automatically asked him if he would be interested in helping me put together a show. I invented the title, "Hanshi's World," trademarked it, and then found out that in order to get access to the studios, I had to take some courses in handling the equipment and basic editing. The first show went pretty well, as you can see from this clip, but then came the hassle of getting guys to show up and you know what that's all about.

[Hanshi Kaufman Introduces His Books](#)

SK – The book that began it all is my interpretation of Musashi's *Book of Five Rings*. It has been since translated into many languages, among them: French, Russian, Polish (go figure), and it has been selected as a Military Book Club edition. I would like to see it done in Japanese as well. It's sold over a million copies and it's the best-selling version in the world. There's a damn good reason for this. It explains mortal combat in words that people can readily understand and it doesn't hide any jive mysticism between the lines. It tells it the way it is. Another of my most important books, and you already mentioned it, is *The Sword in the Boardroom*. What makes it unique is that I fabricated a scenario to simulate a roundtable discussion of both philosophies and subtitled it, *Conversations with Sun Tzu and Musashi on Winning for the Benefit of All Concerned*. I wanted to be able to speak to people and talk about the subject matter.

FD – How did you get into karate? I know in the late 50's you were stationed on Okinawa when you were in the Air Force, but did you have any idea about where it would eventually lead you?

SK – That's a double question. I first became aware of personal 'combatives' when I was a kid growing up in Brooklyn. The men coming back from World War II would show us different methods of dealing with self-defense situations and we fooled around with it, but didn't really take it all that seriously. When I was in the Air Force I knew something about karate from stories circulating around the base, but when I went to different dojos, something always seemed to be missing. Then I met a local in the section I was working, and was strangely drawn into his world, so I asked him if he would know of a school where they taught classical methods. He told me he would take me to a 'real' dojo, but it was in a section of Naha that was off-limits. We had to go through a red light district to get there. I remember it clearly, the area known as Sakurazaka, it looked like 42nd street would look in the 70's. I was nervous about it, but figured if I was cool I could get in and out without any hassles...and I did. It was the Shorin-ryu school founded by Nagamine, though I didn't realize the importance of that at the time. There was also the language barrier to deal with, and so they showed me by example...and you know exactly what that meant. I took to it and learned many of the methods of the system.

FD – How intense was the training?

SK - It wasn't that intense and, as a matter of fact, aside from learning various techniques and kata, they didn't reveal anything that profound. Profundity came as I continued my own personal *shugyo*, or pilgrimage, as I continued to develop and grow in my own personal life after leaving Okinawa and then being assigned to Adair Air Force Station in Oregon. It was at Adair that I met my mentor at the time, Charles Collinsworth, and together we started one of the first USAF karate programs. He was Shotokan, as part of the Japan Karate Association under Nakayama, Nishiyama, and Okazaki. We were sanctioned as a chapter of the American Karate Association. The karate that I practiced at Adair was much more intense than what I had gone through on Okinawa because we essentially had no direct guidance aside from what our combined experiences had taught us. These pictures were taken in the base gym in 1959.





The first two are of me reverse punching a 2” board. The photos were taken simultaneously. The flying kick was from about 6’ feet up. I didn’t have anyone showing me how to do these things. I knew about the power of the punches and kicks, basic fighting technique, so I simply thought them up and did them. We traveled throughout Oregon and gave many demonstrations at various venues, including OSU (Oregon State University) at Eugene, in front of a crowd of about 3000. You have to remember that this was in 1959 and karate was still considered by many to be an exotic Oriental cult activity. We were given many accolades and letters of appreciation.

After I was discharged, I came back to New York, and there the lunacy of karate began to rear its ugly head. We didn’t call it martial arts. There were a handful of guys that were also just returning from Japan and Korea, among them Rick Lenchus, Eddie Gross, Peter Urban, and we didn’t think of ourselves as masters. We were just trying to figure out what this was all about. There was no governing body, so everyone was essentially on their own. Thus began the “dojo wars,” and we all learned from each other without any kind of “my lawyer can kick your lawyer’s ass nonsense.” I learned shotokan, moo duk kwan, tang soo do, goju, kung fu, and whatever else was being practiced. Eventually we took on names to identify our own ideas and systems. I founded my own school, Dojo no Hebi – School of the Snake. The first actual karate tournament that I fought in was at Madison Square Garden in 1961 with Mas Oyama in attendance. That was wild. It was pretty much knock-down/drag-out, and we didn’t use any protective devices. You either knew what you were doing or you didn’t.

FD – You must have a ton of information about the early days on the New York scene that would amaze most of the people in the arts, even today.

SK – Yeah, I can go on and on with all kinds of myths, fables, and truths. You wouldn’t believe most of what went on. We used to do pick-up fights in dojos, or not in dojos. Put money on some of them, too. To prove to ourselves that we actually did know something, whatever that was, we also hired ourselves out as “gentlemen of

the trade.” I did bodyguard work, street collections, etc. Most of the guys did the same. It was incredibly tumultuous. Many of the people I knew then have since made the final transition for any number of reasons. But, those of us who survived did so only because of our steadfast dedication, and that is not something I thought I would do when I was a kid. It is just how my life unfolded. Whether I chose this path, or this path chose me, is not the issue.

FD - How did you come to write the Rings? I would imagine it took a long time to be able to explain Musashi's concepts. Did you have to go into deep meditation?



SK – Didn't have to go into any kind of deep meditation. I was familiar with Musashi from previous studies in Japanese martial arts and I was always being asked by my students who had read the available versions why certain things didn't make sense. My simple answer was that for the most part, the other versions were written by people who did not “live the life.” When asked about certain principles in other versions, I could readily see that the passion of being was not evident. After contemplation on the matter, I decided to put various explanations together that could explain Musashi's intent. I focused my thoughts on Musashi and developed an understanding of the man. I won't go into any hocus-pocus here, but I have no doubt that I am directly attached to his soul. In conversations that I have had with you in our short time together, I recognize your connection to him as well. You live the life in your own manner and practice your own *shugyo*, as well. I detest the idea that many wannabees like to think on that level, especially with the enormous amount of masters, grandmasters, super grandmasters, supreme grandmasters, how about 'hold this' masters, especially guys in their thirties. All this nonsense along with bandying the word “warrior” has gotten completely inane.

For the edification of those who really don't know, you don't become a warrior because you think you're on a certain path to enlightenment. You become a warrior by circumstance, and that is based on life and death confrontation. And, let me tell you something else. Living this life is a full-blown bitch. You don't decide that you want to be a hanshi when you grow up. It is something that your life dictates, based on your commitment to

your own higher ideal of personal causation. And, incidentally, although the term “hanshi” is now ubiquitous, it is also because of the fact that Tuttle (the publisher) acknowledged me as such and added it to my author title on the book that it has become popular for all intents and purposes and for no other reason. It has nothing to do with punches, kicks and blocks or fancy patches and gis. It has nothing to do with churning out blackbelts. It is a life that one lives. Don't get me started here. End of story.

FD - Well, thank you for that, Hanshi. I can see that you have no problem telling it the way it is. Something that you mentioned while we were having lunch, about musicians that play jazz but are not jazz players, it all has to do with living the life, as you say.

SK - My version of Rings is probably the best selling version in the world and has been translated into numerous languages. Here is a selection from the *Book of Five Rings*. This is probably the most important part. It is my interpretation of what Musashi meant—not just said.

THE BOOK OF NO-THING

My Way of strategy is recorded in the book of No-thing. The spirit of the universe is an emptiness ...which is no-thing. Man has no understanding of this place. It exists and is but yet it is not. If you know something you know something and if you do not know something it does not exist in your world. In the universe No-thing-ness is not a thing that is true and is not a thing that is not true.

When men of the world look at things with the wrong perception and do not understand what they do not see, they say it is the place of...No-thing-ness. This is incorrect thinking. The idea that men who study strategy and do not understand no-thing-ness and, therefore, do not understand their craft is not correct either. All things are revealed to all men as they desire it to be revealed to them, by their own definitions only.

If you would understand my strategy you must study as many of the martial arts as you can and you must never veer from your chosen course. The accumulation of your everyday practice will eventually, as the 'spirit of the thing itself', reveal true no-thing-ness to you. When you have truly understood the universe in relation to your art and your art in relation to the universe you will have come to understand no-thing-ness. This may appear to be a very difficult concept to understand, but it is quite simple. Do not take anything for granted and do not put emphasis on the things of men. In this way understand my strategy.

No matter how hard we study, if we do not become one with the art we pursue we can never truly be one with the universe, and the 'spirit of the thing itself' will always elude us. Things will never appear to be what they truly are. If we look at things with no attachment to them we will come to understand our place. The work is

more important than the worker. When you come to see things in a broader perspective taking no-thing-ness as truth you will see truth as no-thing.

There is virtue in the universe and there is neither good or evil. Wisdom exists, principles exist, and the Way of the warrior exists but spirit is no-thing-ness.

Based upon my own understanding of the Way of the warrior and my own understanding of the universe I have taken the entire matter of the book of No-thing as one idea.

Let me repeat it again. The Way of the warrior is based on No-thing-ness. No-thing-ness is not to be understood as a 'thing' because then it would be based on a conception of something which would simply not be no-thing. The Zen term for 'no-thing' which is the closest we can come to defining 'no-thing' is called 'MU'. To understand 'MU' means to understand no-thing. It is essential to be careful with intellectual definitions at this point. The issue is clear and I explain it as well as anyone else. Regardless of the literal translation of my Book of Five Rings, we come close to understanding this no-thing when we realize that there is nothing outside of ourselves that can ever enable us to get better, stronger, richer, quicker or smarter. Everything is within. Everything exists. Seek nothing outside of yourself.

If you understand what exists then you can understand that which does not exist. This means that although it is impossible to know that which does not exist, we must take this to mean that if 'anything is anything, then everything is everything'. In the Way of the warrior there is no such thing as thought other than the intellectual powers you need to come to understand this terminology. That spirit is No-thing-ness means that there is no such thing as self relying upon anything at all outside of the individual mind.

Zen masters use little stories to bewilder their students. These are called 'koans'. They are specifically inane in their presentation but when students come to understand No-thing-ness they also come to understand the 'koan'.

We can go on and on forever in trying to explain No-thing-ness but that would be exactly the wrong Way to approach it.

The Zen point of view suggests that you stop all conceptual thinking. Stop thinking about what you 'feel' is right or wrong. Quite frankly, because all in the universe is simply No-thing-ness, or 'MU', there is no reason to pursue any attempt at perfection. Perfection is all there is and when you come to realize this you will have understood my Way of strategy and the Way of the warrior at which time you can forget about it and just be 'it'. Best to have it put this way. Simply be!

FD – Tuttle must have flipped when they saw this.

SK – They went through some serious changes when they read it. One of the big points is that I used the word “mu” instead of “ku.” Mu means no-thing whereas ku means nothing, which is something by definition. They

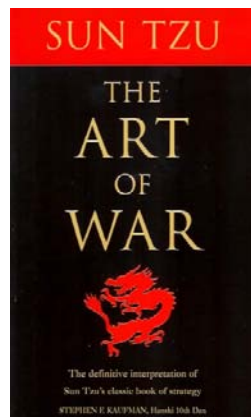
queried me on the word mu when everyone else says ku. I replied factually that they don't understand what they are talking about and cited Joshu, a zen master, for clarification of my choice.

FD – You followed *Rings* up with an interpretation of Sun Tzu's *Art of War*.

SK – Tuttle asked me if I could do the same sort of treatment to *Art of War* and I told them that my version would be direct and to the point. The versions extant were filled with all kinds of meaningless trivia about what Wing Wang said about Lu Fu's explanation and comparisons to goldfish swimming in a jade pool. You get what I am saying. I cut down two to three hundred page versions into 110 pages and didn't miss a stroke. I also explained the entire matter in one sentence on page ten that says, “*It is always best to let the enemy kill himself.*” War, in the physical finality is just that, physical finality, and apparently I am in the company of other greats that agree, i.e., Napoleon, Sukurov, Alexander, Patton, and, of course, Sun Tzu himself, assuming that someone named Sun Tzu actually lived.

FD - Why do you say “if he actually lived?”

SK - Could be a pen name, who knows? Sun Tzu translates to War Man. Anyway, my version is still back listed with the publisher and continues to sell quite nicely. Tuttle even promoted it as “free of academic hyperbole and ambiguous metaphors.” The reality of the *Art of War* is that it suggests physical intervention only as a last resort and, if necessary, to pull out all of the stops. It is misunderstood by many corporate people and even some military people to mean that you must destroy the enemy at all costs. That is not what it is primarily about. *The Art of War* is based on ideas of mortal combat and is based on management strategies to be used by mature and forward thinking people to win, but to win with defined goals as the objective. Here is a sampling, again, my interpretation.



PREPARATIONS FOR WAR

When going into battle it is better to be oversupplied than under supplied. Be careful that your oversupply does not hinder your approach to the enemy and the retreat path you have chosen should you have to get out of the conflict.

It is important to realize that you cannot pay your army without funds. These funds should be in safe keeping prior to your selecting the troops you wish to do battle for you. Only then can you adequately train your men for the initial advances. It is wisely suggested that you keep enough money in reserve should you encounter any situations that could otherwise deplete your supplies.

There is only one reason to enter in to conflict and to make war. That one thing is utter and total victory. Without this attitude in mind it is stupid to enter into a conflict. Paper tigers are burned up at the first sign of a flame. If victory is not your main goal than what are you doing there in the first place? If your plans do not include the immediate destruction of your intended enemy your troops will feel lack of morale and their keenness towards victory may be challenged by lack of intelligent leadership. This must be avoided at all costs.

Neighboring states will also see you have no heart for the matter if it is not done with authority and conviction. This will put you at their mercy as well should they see you falter from lack of mobility and intent.

Attacks should be delivered with blinding speed. If they are not the enemy will see your lack of resolve and time will be allotted to thwart your intentions regardless of the place of conflict. That is why the selection of the fighting ground is important. IF it is difficult for you to deal with on a physical level and the enemy is familiar with it then the edge of battle goes to the one being attacked. Thoroughly understand your place of fighting and then attack with all your heart and all your soul. In this way you insure your victory, aside from the vagaries of the fates.

Regardless, if you take too much time in the deliverance of your intention the enemy can swiftly retaliate based on your lack of propriety. Your troops will see this lack of resolve in you and they will have second thoughts about following you into battle irrespective of the promised gifts of victory.

As well, they must have adequate supplies. Food is essential in times of combat more so than actual money. Without food they are unable to sustain themselves when it is time for them to be nourished and given the energy they need to complete battle arrangements.

A true understanding of the principles of war means that commanders do not need reinforcements to generally make their initial attack. If the attack is planned properly and the men are prepared for the eventual outcome regardless of the way it will go then the leader has properly prepared. Given that errors in judgment are not too rare, adequate force should be the primary concern and this must be coupled with the speed of the attack. If you determine that 500 soldiers will do the job you must be sure to have 1000. They must all travel together.

They must all understand the necessity of completing the maneuver in one thrust. They must have the heart to destroy the enemy.

All provisions and supplies must be carried with the troops as they prepare to enter into battle. It is bad policy to have to call back for supplies when in the middle of the conflict it is discovered that supplies are in demand and they are not readily available. This is poor planning and will result in failure. Unless the fates are so determined that you shall be the victor of the day.

It should also be taken into consideration by the generals that when the army is in the field of combat replenishment will come at an extremely high cost. This is because the peasants will see the battle of which they are really not part of (until they are subjugated), and they will seek to charge as much as they can get away with when the invaders need to be resupplied. This can also cause a problem in morale for the invading army. It is wise to remember that the peasants do not really care who is in charge of the government; they are only interested in providing for their families. Peasants will always be peasants and though it is a good idea to have them on your side, you must maintain their desires by giving something to them without seeming to be at a loss to provide for yourself. They will take undue advantage of this and will inadvertently assist the very people that you are attacking whether they are in accord with them or not.

A wise commander takes from the enemy and the enemy's people all that he needs to replenish his own troops. He does not involve himself with commerce when in the midst of battle. Take what you need, perhaps leave a bit for the peasantry; not too much, and continue on with your pursuit. If the people demure to assist you then they should be destroyed. Peasants can be replaced, troops are not that easy to find. Remember, that although you have adequate supplies in the rear, it takes some of those very supplies to deliver the remainder to the troops in the field. This can be debilitating to your supplies.

Care must be taken not to humiliate the enemy troops more so than is required for quick victory. The more humiliation you place on the enemy the more he will in time exact revenge and the more intense his counter attack will be. If you intend to subjugate the enemy do so within the constraints of intelligent planning for the future. If you see no value to the enemy in any way or fashion, than it is seriously suggested that you totally destroy every remnant of their culture. There will be ramifications regardless of the manner in which you operate. Be sure to understand this before you make your final decision to overrun a country. Change brings about change!

Reward those of your warriors who have served with conviction to the furthest extent you can. Do not skimp on the reward you place before them and do so within the view of the other troops. Do not reward those who have only done a half-hearted job regardless of how intense their half half-heartedness was. Levy swift punishment to those who have created difficulty in your process of battle. Do that in front of the troops, as well.

Concerning the warriors of the enemy that have not fallen before you; treat them with respect, especially if they have fought with all of their hearts. They can be made into allies and they will serve you with great zeal if

they feel respect for you. It does not matter that their leaders have fallen. Perhaps they did not think that their leaders were as great as the leaders themselves thought they were. Perhaps their leaders demanded too much of them. The reasons are numberless and can do nothing to enhance your own understanding of victory in war. Ever so intelligently, bring these warriors into your own fold. But do not bunch them together. They can inadvertently rise up against you when they realize what has happened to them. That is why it is wise to reward the warriors of the enemy that have done great battle. A warrior is a warrior and does not concern himself with anything less than war. Do not humiliate them and do not deride their past masters more than is necessary to assert control for the benefit of all.

If war is waged it must be for the benefit of all. All means the people more so than the government. If this attitude is not prevalent in your mind, than perhaps you are just a barbarian. If so, eventually you will fall as well. Do not think that because you have won in combat that you are invincible. The strength of your victory also depends on the weaknesses of your enemy, neither of which has anything to do with the fickleness of fate.

After the initial victory and the well deserved rest you must be prepared to maintain authority over the vanquished. You will want the enemy people to do your bidding. This is easily accomplished once you have their trust and their belief that you have done for them as well as doing for yourself.

FD – Your work is amazingly insightful, and I am not patronizing you. I have read various versions and have gotten bored with the manner in which these lessons were presented due to, as Tuttle says, “ambiguous metaphors and academic hyperbole.” You come straight to the point. Like the old expression says, “either fish or cut bait!”

SK – The whole thing is essentially this. I have an apothegm, or little proverb, that I came up with. “*If you're gonna play, play. Don't play!*” Most people have a tendency, especially when having to make decisions, to hem and haw and avoid responsibility for their actions. That is why there is so much confusion and lack of conviction on the part of the people to follow their leaders. When you take control of a situation, it should be for the benefit of all concerned, which is the prime lesson in my book, *The Sword in the Boardroom*. Another truth is that most people in control, for whatever reason, are not equipped to deal with it aside from the “dig me, I'm in charge” mentality. Most people do what they have to do to keep their jobs and not what they have to do to do their jobs.

FD – Sonshi.com, the preeminent website for Sun Tzu's work, apparently, was impressed by the intensity and brevity of your interpretation of Sun Tzu's work, which is reflected in their interview of you on their site, www.sonshi.com/kaufman ...Have you ever done any work as a consultant for corporations?

SK – Oh, boy! They weren't exactly ready for me, even though they said they had vetted me beforehand. They were pretty much expecting the same old “efficiency expert” mentality. When I began to do the work I had been commissioned to do, and let them know in no uncertain terms that the reason for the problems they were encountering were based on management's lack of alignment with the founders' visions, etc., they started wondering whether or not they had made a mistake by hiring me. But, the owners and the corporate boards loved what I was doing. They recognized my approach as equal to what had permitted them to ascend to their own levels of accomplishment and further insisted that I become even more relentless. As you can well imagine, I upset a lot of middle managers and, of course, their staff took the part of their immediate bosses. But, when the owners saw what I was doing, they wanted me to develop job descriptions that would be contractual with a “you're out of here” clause. They were getting results, and the focus began to shift to productivity output instead of golf scores.

FD – You were well compensated, no doubt.

SK –No doubt. I then built into my contracts that I would be paid a percentage of the increase in corporate profitability based on my contribution.

FD – How did you initially determine the actual needs of prospective clients?

SK – I developed a list of questions that I insisted had to be answered by all under my guidance. The heavies knew how to answer and the kids didn't. For example, I would ask the owners to explain what their original vision was. What were the firm's primary goals? What are the hiring protocols? In other words, I made top management come to terms with their own expectations and to be able to verbally explain their motives. It became a dialog and gave me the information I needed to put together a solid and substantial process for accomplishment.

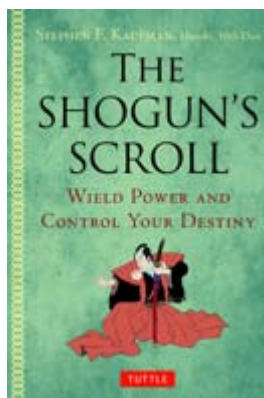
FD – I'm willing to bet the obvious that you made it a requirement for the staff to read your books.

SK – Definitely! I also conducted twice weekly early morning skull sessions to make sure that everyone stayed on track. When an issue developed, I worked with the individuals needing reinforcement. I delivered value and got exceptional results.

FD – This leads me to the next book that I would like to talk about with you, *The Shogun's Scroll - Wield Power and Control Your Destiny*. You had mentioned that Tuttle Publications has recently republished this work and

they call it essential for understanding the role of ownership in the martial world. I had to do a double take when one so called master who'd picked up your book, claimed he already read it, and called it "just another interpretation of a great Samurai warrior". He was right without realizing the main characters were invented by you. This says to me that you are a person who lives and breathes the way. What makes this book more unique than your previous works, like *The Five Rings*?

SK – It goes way beyond the martial mentality and is, in my view, essential reading and study for any top-level corporate management.



Originally published as *The Shogun Scrolls*, it went out of print and has recently been re-released as *The Shogun's Scroll - Wield Power and Control Your Destiny*. Tuttle felt that the importance of the work merited it being made available again. They feel that it contains a tremendous message and that it is a completely unique work. I utilized a writing technique called docu-fiction, by incorporating a writing and teaching style that illustrated the samurai mentality of the middle ages in Japan. It is the accounting of Hidetomo Nakadai, a fictional regent in the court of Yoritomo Minamoto, the first shogun of Japan. Some people will think that this excerpt is a bit intense, and it is.

Controlling and Managing by Your Own Ability

When you attempt to accomplish something great, you must understand all of the aspects of truth in the accomplishment of these gains. Regardless of your ability, and because you did not create the universe, imitation (to a degree) of the actions of great men who preceded you is essential. If it should happen that you do not have the intrinsic qualities of those who went before, you can still establish goals that will approach great accomplishments. If you do not ascend to the levels of your desires because of difficulties, natural or otherwise, ambitious dreams can still be realized. This is best done when a man uses his own talents and resources and does not rely on others. A man's personal desires become obvious to his enemies when they realize that he will have nothing to pay back to anyone. Outsiders will see the foolishness of interfering with him.

Shunko Zabayashi knew the importance of using his own resources when he affected a coup against his cousin in Tarama province. He carefully thought about his actions before moving into position to take control of the clan. Although his cousin was a man of wealth, he was a squanderer, always insulting others who had less than he had, he would throw lavish parties and cause dissension in his own court by inviting certain people and excluding others. Zabayashi observed that many members of the clan were beginning to resent his cousin. Slowly, he built up his resources of men and funds until he knew that his cousin would be hard pressed to stop any advance. Foregoing the pledged assistance of others, he moved when he knew the time was right, and because he did not rely on the aid of people who would follow him regardless, he maintained control of the clan for the rest of his life and was never indebted or obliged to anyone.

Accomplishment is based on definition and redefinition of goals, which has to do with good fortune and good planning. Good fortune usually accompanies determination and desire. Good planning is always better. As much as is humanly possible, nothing should ever be left to chance. Careful examination of the works of great men will show that they did not rely on the inconstancy of fate. They saw opportunity and took it because they were emotionally and physically prepared for success. As a result of this mentality they accomplished great things and prospered. It may be necessary to strive hard, but once the goal is attained it is very rare that it will be lost. The man of merit understands that he will be surrounded by those of little faith, even among his most ardent supporters. This lack of faith will continue until the new order is established, at which time it is prudent to dispose of the nonbelievers.

It is also necessary to realize the need for material strength in the acquisition of a new domain. Without the proper armaments and supports failure is guaranteed because of the inherent or residual strength of those being taken over and the natural resistance of change. You cannot win with spirit alone and the hope of success in the future. You must be prepared to do serious battle and you must have the resources necessary to accomplish your ends. These resources must be your own or you will have to pay back in kind those that support you. They will be waiting and watching for your first indication of weakness.

Sometimes it is required that uncomfortable alliances be permitted to exist in order for the man of vision to attain to his accomplishments. When this time comes upon the builder of great things, he must know no limitation to his patience and the acceptance of aid, until he is in the position of eliminating those who would turn into detractors.

People must be shown without hesitation or restriction the advantage of accepting your authority. You must force unbelievers to believe in you by demonstrations of inner strength and managerial ability. With this there can be no hesitation on your part. You must act with total conviction and absolute authority. Anything else will permit a usurper to destroy you from within. Those who would seek, through words or actions, to undermine the new regime must be taken from their place of self-importance, regardless of how small their insolence may at first appear. If left unchecked they can grow into great encumbrances.

In an authoritarian society any demonstrated weakness will be aggressively sought out by pretenders to your office. This is another reason why you cannot rule from afar. You must have nothing else on your mind except your success, and you must make sure to stand apart from your underlings—their good wishes notwithstanding.

It should be realized that when a new order of things is introduced, enemies of all types will emerge from places known and unknown. Even those who are sympathetic towards your rule will be only half hearted until they see the new order enhancing their lives. It is sometimes easy to persuade others to your way of thinking because of the newness and novelty of the potential new order, but it is only with force and authority that their belief is sustained. It is foolish to think otherwise. Everyone is in accord with their own thoughts, and the ideas of the new leader may not wholly coincide with their personal desires. There are no friends in combat, and any form of personal development that will leave others behind is indeed an aspect of combat and a requirement of greatness. Even a lover may defect for reasons that are beyond ordinary comprehension. Beware of those you align with for any reason.



FD – Each time you talk about one of your books, I have to sit back and shake my head in disbelief that all of this creativity can come out of one person. How does it make you feel, knowing that you make such an impact on those who have the common sense to be involved with you? To me it would be difficult to wait for the next work to come out. Did you have plans to follow up with anything special?

SK – I never thought about it in those terms; I was just laying it out as it was coming through me. I did notice that a gush of creativity was flowing practically nonstop, and I was hard pressed to keep up with myself. As a matter of fact, my wife at the time didn't know how to deal with me either. She sort of just left me to my own madness. The intensity and passion that was just pouring out was practically unrestrained and she was wondering what the heck was going on. She was a bit scared though, I think. What actually got her nervous and mostly everyone I knew at the time, was that I was practicing my skills every morning in Central Park at around

6:30 in the morning with my bokken, sai, karate, sticks, or whatever I felt like grabbing before I went out of the house. I would take Thatcher, our cocker, along just for company. Sometimes, though, I wouldn't take any martial weapons, but I would take my horn so I could blow out without disturbing the neighbors. I am a bop tenor sax player. I found a spot up in the Ramble section of the park and dubbed it my Central Park dojo. Every so often I would get some onlookers who would just sit and watch, or listen as the case may be. The routine began to get noticed, and in order to be able to focus, I had to find different places to work out so I wouldn't be bothered. It was during these periods that the next projects would make themselves known to me.

FD – What was your next project? I would imagine that you just flew right into it.

SK – There wasn't a next project; there were three simultaneously. Two that had been percolating in my mind while I was doing...well, actually four if you count the one I had begun after *Scrolls*, which was *The Living Tao*. Tuttle asked me what would come after the concept of ownership, and all I could think of at the time was the presence of Heaven in the overall definition of the work I was doing: an exposition on *The Warrior and the Divination of Heaven's Ideal in the I-Ching*. They didn't understand where I was coming from with that, so I began work on a book entitled *The Zen Transmission of Mind*, based on the work of Huang Po, an inordinate Chinese ch'an, or more familiarly, a zen master. Tuttle thought that it would be going too far out for their audience, so I turned to the editor at that time and asked if he would want me to do an original version of the *Tao Te Ching*, and they agreed. So I whacked out *The Living Tao – Meditations on the Tao Te Ching to Empower Your Life*.

FD – What do you mean you “whacked it out?”

SK – I created eighty-one original poems and explanations based on the structure of the Chinese classic. Quite frankly, I didn't miss a beat, and I nailed it in something like three weeks.

FD – Three weeks?

SK – You have to understand something. And, this is one of the frightening things I had to deal with as all of this was emanating from the Ultimate Highest Source of All. Why was all of this coming through me? Who the hell was I? Yeah, I'm intelligent, and yes, I have the discipline to focus on what I am doing. I started noticing this in me when I blew out Musashi in about the same amount of time and that something special was being delivered to me and through me. I began to go into a very heavy state of melancholy because there was really no one I could talk to. I would sit in the area of my apartment that I selected for my worktable, and you couldn't divert

me. It was as if I had been taken over. Impossible ideas and thoughts began to come to me, and I really thought that I was losing it because nobody was able to understand anything I was talking about. This is when *Self-Revealization Acceptance* began to come to life. And man, it brain-drained me and I was scared. My sword technique was becoming unbelievable; my saxophone playing went out to an ethereal plane; I was moving with quickness and power that surpassed any level of training I had previously experienced. Now, I want you to consider what I am going to say as gospel. It was all as if I had nothing to do with it. In less than a year, I pumped out *Tao, The Sword in the Boardroom, Self-Revealization Acceptance, The Hanshi of Central Park, and The Hanshi in Brussels*. Then, in the middle of the next Hanshi David Mann book, *The Hanshi in China*, my wife took ill and passed away in about six weeks from pancreatic cancer. I went into a freeze. It was a horror show and I don't want to talk about it here.

FD – I'm not being patronizing when I say that you must have gone through some serious changes.

SK – Yeah, well, I was able to get myself back to me due to my years of martial training, but I didn't feel like writing for about a year. Eventually, I obviously did and got into the consulting and motivation training arena. Let's hold up on the Q and A for a bit and let me add some excerpts from *Tao, Sword, SRA, and Central Park*. I'll just pull them at random.



POEM 12

The senses deaden the spirit and are not what they seem
Sounds that may seem pleased are in truth discordant
The soundless sound and the colorless vision
reveal the truth of what they are

The goods men derive from their conquests
drive them mad for more to slow them down

They never attain the reality of their quest
Then the wise man will select that which is correct
by not permitting his mind to interfere

Sensual enjoyment of goods is a passing thing and must not be relied upon for eternal gratification. When the wise man understands this he comes to see that the only thing that does indeed matter is his own private thoughts based on his own private feelings towards anything. To do otherwise is to permit those who are envious of his position to dictate his true sense of being which cannot be done because they are not he. And permitting them to be his thoughts he releases his sense of sobriety by trying to become them.



POEM 41

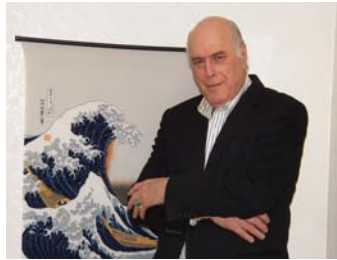
When a man of learning hears of the Way he stays with it
A man of common thought looks at it and puts it down
Foolish people hear of it and laugh at its beauty
If people did not react the way they do
It would not be the Way

But as above and so below
There is no difference in what it is
A man sees what he wants to see and is blind to the rest
Some see bottom as top
Some see deep as shallow
Some see eternity as momentary

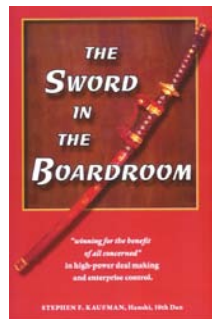
Great form has no shape
Great music is without sound

Great power is always there
There are no corners to the edges of space
Time does not stand still because it never was

The Infinite is not concerned with what you think it is or should be. Timelessness and spacelessness are things that must be real in order for Eternal Being to exist. There can be no change in the Universe except for man's perceptions. If this were not so then the Unknowable would have been born and would in time die. This is simply not so.



The Sword in the Boardroom came about when I got the idea that it would be very important for me to present the philosophy of Musashi, Sun Tzu, and myself in a round table discussion based on my premise of “winning for the benefit of all concerned.” Here is a taste from chapter three of the work.



FIRE – THE PASSION TO WIN

Musashi – Fire and the passion to win is based on sincere intention, especially when dealing with your desires. It is important to understand how to release innate intensity needed for applying tactics to strategy with true focus in delivering decisive blows to the enemy. Strategy is a philosophy that you adopt as your life. It goes much deeper than the tactics and specific techniques needed to employ strategy. The difference between strategy and tactics is in knowing the difference between when and where compared to what and how. Passion is a profound aspect of the how that is important in all matters. If you do not have passion in your work, you will be unable to impress your ideas on a target. Keep in mind that passion is not to be confused with absurd or

outrageous emotional behavior that suggests you are unstable. The opposition will see you as not balanced in your intent simply because you are not.

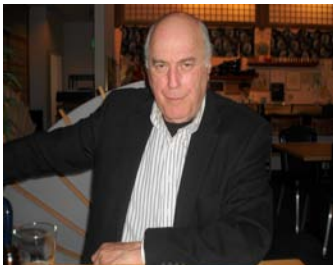
Sun Tzu – Approach all of life with passion or you are just a shell. Passion comes from desire and is expressed through your actions. To reinforce Musashi’s explanation, passion is never expressed through uncontrolled emotion. Passion must be considered an aspect of controlling your personal destiny. You must approach and close all things in life with full commitment towards your desires regardless of pain or they will never manifest as the reality they should take. Desire and passion work together to produce the results you want to experience. If you are without passion for your ideal, then by your lack of personal conviction, anyone will be able to manipulate you in an attempt to control you and thwart the attainment of your desire. A passion for winning and a passion for life will keep you focused on your destiny. You cannot keep developing skills through technique alone, as it is a limited point of view. Live your life with passion for the things you love and the things you desire.

Kaufman – As well, when you do not maintain yourself with dignity and aplomb, you are sending a signal to anyone that they can control you to the extent of their whim. It was with great zeal that the greatest people of all time threw themselves into everything they did— completely. They always planned approaches and continued to study intently. Dignity, carriage and poise were intractable. They instinctively and intuitively knew that doing the job correctly was not enough. They had to impress the opposition with the idea that they were determined to see the project accomplished and would do whatever was necessary to accomplish those means within the constraints of appropriateness. This attitude dissuaded enemies and well-meaning detractors from trying to coerce them with threats or any other forms of intimidation. They were especially on the alert for any interference that could come from the house: family, counselors, or personal advisers. They always maintained passion for the accomplishment of their desires. They kept to themselves when moments of doubt and pain that everyone is susceptible to arose and would instantly thwart any attempts at undue influence. Usually, especially in times gone by, if those who interfered did not desist, they would be deposed or disposed of. When someone tries to force you into a predicament that you intuitively know is not right for you, though you may lose their overall support, you will increase your personal conviction by holding your ground. *The Spirit of the Thing Itself* will prevail and rush to your side. True commitment indicates that you are not to be fooled with or cajoled into anything you do not deem to be correct action.

Sun Tzu – The creative energy of the universe will always support you with good fortune if you are passionate in your ideal and it becomes obvious to everyone that you are devoted to your desire. Expressing pure passion for accomplishment cannot be a cursory approach that so many people use in the hope of entertaining empathy. By not permitting others to toy with you is also a sign of maturity as well as resolve. People will only play with you when you give them the opportunity to do so. Their own lack of personal commitment to their

ideals should indicate that they are, at best, superficial. Avoid them as they are beneath your level of integrity. Use them to your advantage.

Musashi – When such people can provide you with avenues towards your success, they should be used and they should be thanked. They should also be kept in a position of not knowing your true intentions towards them. Most people brag about their abilities and use the trappings of their profession while not understanding the virtue of strategy. They miss the importance of permitting the *Spirit of the Thing Itself* to be revealed in their daily activities and do not accomplish much in their lives. In order for the *Spirit of the Thing Itself* to be active in your life, your discipline must be studied with heart and soul. Not to do so will cause you to be recognized as a person that relies on tricks and not real substance. You will be considered a fraud by the astute and will not succeed in your endeavor to attain perfection. Most people are perceived in this manner because their appearance and approach is obviously not grounded in their own truth. Those they attempt to deal with do not respect them. Accomplishment must be filled with passion otherwise you are of the living dead regardless of appearances.



Why to never refer to the opposition as he, she, or they

Sun Tzu – The world is comprised of subjective and objective realities. Subjective realities are based on personal experiences and are, therefore, limited in their viewpoint. It is the basis of he, she, or they. Most people subject themselves to tangible things that they can physically identify with. This limited view does not permit full expression of the *Spirit of the Thing Itself* or the freedom it requires to create new levels of consciousness in its vehicle of expression, which you are. It is not wise to limit its possibilities. For this reason people of accomplishment, small or great, *seem* to have no feelings about anything or anyone outside of themselves. But the reverse is true because they maintain focus on their ideals without let up. They are objective and filled with passion for their work and their associates on either side of the table. Objective reality is always free to express new ideas through the mind of the warrior-philosopher because these new ideas are not based on preconceived notions or attitudes about how or why something should or should not be done. Objective reality will always provide the desired result in its own manner based on your thought. The *Spirit of the Thing Itself* always knows the best way to accomplish things. The same applies in negotiations. When you empathetically identify with someone, you are permitting their personality to hold sway in negotiations. This is not to be confused with

acknowledging someone's presence based on a personal rapport. Approaching things objectively prevents you from being caught off guard by appearances.

Natural talent and persistence of desire

Musashi – The only way to understand the reality of the negotiation process is to live through the mechanics of making a deal. All negotiations, mental and physical, are the same based on differences of opinion. It is difficult to fully understand this reality in tangible form, especially in the beginning of training, unless a person is of exceptional talent. Even people with exceptional talent have to constantly maintain their ardor for what they are trying to accomplish. The study and application of intelligently applied strategy and tactics is necessary before you can accurately determine any opponent's strength and weaknesses. Once this attitude is properly developed, people will prefer not to have to deal with you in a confrontational manner. They may ignore you or they may try to stop you, but they will be unable to do that because your resolve and conviction will shine through.

Kaufman – Reflect on the times you permitted yourself to be manipulated and controlled, even though you knew or thought you were doing the right thing. Perhaps the proper perspective of accomplishment was not in view and the passion to accomplish your ideal was not uppermost in your mind, causing you to lose control because of misconceived notions. Being able to change attitudes even in the midst of combat will enable you to realize the importance of not relying on arrogance, conceit or false pride. Write down a list of times when you did not truly understand yourself and your goals. List the situations, how you should have handled yourself and why you didn't.

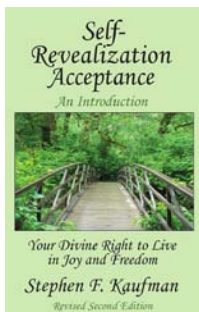
The Great Determined knew that in order to understand winning and losing, they had to be in situations where either possibility existed. Constancy of purpose developed with ease and grace because they understood their desires and the importance of accomplishment...for the benefit of all concerned. As well, the ease and grace with which you move through the varying aspects of a negotiation depends on the resolve that is developed in practice. Approaching with an attitude of being blasé or nonchalant will cause you to be considered and perceived as an imbecile as Musashi would no doubt say. Without passion, nothing of value is ever accomplished. When you comprehend passion, you will understand its essence and not have to consciously resort to it. It will become part of your being. It will also become obvious to others that you are not to be trifled with. At that point you can consider yourself relatively enlightened.



SELF-REVEALIZATION ACCEPTANCE

Self-Revealization Acceptance™ – Your Divine Right to Live in Joy and Freedom is without doubt an astonishing concept for personal reality facilitation. Notice the spelling of the word: revealization. Here is the Foreword to the book. It describes what Self-Revealization Acceptance is, and what the Spirit of the Thing Itself is. You can find out more about the book and its companion volume, *Practicing Self-Revealization Acceptance – 52 Weekly Ascensions to Empower your Life*, including all chapter titles by going here:

[An Introduction to Self-Revealization Acceptance](#)



Foreword

No Introduction Is Needed

No one needs an introduction to the reality of life. Everyone has opinions about what they think it should be. Regardless, most people see things through the eyes of others rather than their own, and the result is that much of life's wonderfulness is missed while the majority of experiences are less than enjoyable and most events are seen as one battle after another.

If you perceive things in this manner, but sincerely want to change your expectations and goals, redefine your thinking and your experiences will be different. The true secret to winning the so-called battles of life is not in understanding why things happen or why they don't, but rather in knowing what you want, reaching out and accepting it as yours by your divine right to live in joy and freedom. If you are not sure of what you want or

what you are willing to demand and accept from life, there can be no pleasure. Guidance to help you enhance personal definitions must be available; answers and direction must be realistic, practical and proven.

Self-Revelization Acceptance is realistic, practical, and proven. It explains in terms easy to understand how every person is all-powerful and can attain anything desired once the ability to command the Creative Power of the Universe is understood. Proper guidance will develop intelligent communications with this power on a direct and personal level to create a world of lavishness, lotsness, and limitlessness in productive and tangible form in the immediate present.

The quality of life is based on desire

Life is based on personal choices for better or worse and the desire to see those choices through to completion. Sometimes it is easy to bring about change, but a clear idea of what you want to experience is essential. Personal limitations that have been in place for as long as you care to remember must be negated and their authority disavowed. They must be replaced with conditions you feel are right for you as you learn to accept your good bounty. This may not be easy in the beginning because of the experiences based on your past thinking and feelings, but it is easily accomplished with self-revelization acceptance and the *Spirit of the Thing Itself*. You will be pleasantly surprised to discover how quick it is to learn to work with this technique and concept.

Many readers will realize that they have been doing self-revelization acceptance all along without being aware of the incredible power they have command over. What counts, though, is personal awareness that makes the great difference between getting what you want rather than getting what you get. The desire to change and the technique for doing it correctly will bring about any result you want to experience and it can be done with ease and grace. It is the key for living life in the fullness of your divine right to live in joy and freedom. Self-revelization acceptance is the complete answer to understanding the Creative Power of the Universe and how to make it work for you. What you will learn from this book can truly be considered a panacea for any and every condition that exists, if it is accepted as such and worked with in confidence. Its functional reality has been proven over and over and is *guaranteed* to work. But the choice of acceptance is personal as is everything else in life. There is nothing for nothing.

By means of the teachings in this book, you are going to develop complete and total self-reliance, self-dependence, and the ability to create exactly what you want, when you want it. If you drag around wishing and hoping for things to happen and think that nothing good can ever come to you, that is exactly what the results will be. You will be positively right, but absolutely wrong. It is also necessary to stop complaining about the hard-luck you think you have been dealt and not to rely on crystals, amulets, incense, candles, tarot cards, or anything else external that you think will create magic in your life. There are no parlor tricks involved with self-revelization acceptance.

Desire and enthusiasm for change is needed and both these qualities will be developed through your practice. Incidentally, anyone who says that desire is the root of all pain and evil does not know or understand what desire really is. If desire is undesirable, then, in order to be rid of it, there must be a desire to do so. So, if you are going to live with desire, it should be a productive factor in your happiness. Desire is necessary; desire is healthy, and desire is what keeps you going. Otherwise, give up, lie down and continue to accept life as one continuous battle after another. For most people, however, life is too short to live in a state of perpetual aggravation, non-productivity and unhappiness.

What *Self-Revealization Acceptance* is

Self-revealization acceptance brings into functional and tangible form ALL the creative energy of the universe as it is instructed to reveal itself as. Self-revealization acceptance affects the release of any and all limitations and restrictions: mental, physical, and spiritual. It will profoundly influence your life and teach you to use the Creative Power of the Universe as you see fit. This is accomplished by knowing and accepting any choice in your life as already done. Working with the wisdom of the universe and the knowledge that all things change and grow, correct thinking and proper words will manifest all desires. And, it is done with ease and grace.

There is no need to worry about fears and self-doubts that may appear when you begin to change your life-style and relationships. Self-revealization acceptance will alleviate those matters as well. And, if things in your life were that great, there would be no need to bring about change to deal with misconceptions of failure and self-worth. Your own mind, through the technique, teaches you how to live life in abundance. You do not change the attitudes of others. Instead, you change your attitudes towards them. The results are that people change their attitudes towards you and that's a whole different story. You may have heard this many times before, but the difference is that you are being given exacting tools to bring about change without deep meditation or any other form of self-exploration.

What the *Spirit of the Thing Itself* is

Spirit of the Thing Itself is the Creative Power of the Universe that expresses desire in manifest form based on the exact definitions of what it is told to demonstrate and it does so instantly, though you may not see it until you train yourself. With any name you choose to identify this power, it is the totality of anything you could ever desire. It produces your desires in tangible form with ease and grace once the truth of that specific reality exists and is accepted as yours by right of consciousness. However, *Spirit of the Thing Itself* is an impersonal expression of the Creative Power of the Universe, and though it works infallibly, it will only deliver exactly what it is being asked for. Self-revealization acceptance is the catalyst that drives the *Spirit of the Thing Itself*. It empowers anyone to be rid of anything unpleasant or unwanted, replacing it with the thing truly desired.

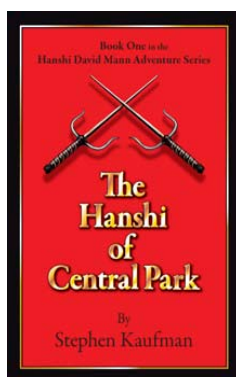
Life becomes and remains a pain and a hassle when you don't accept joyous and productive living as a normal state of being due to incorrect thinking patterns. The reality though, is that you do have a divine right to live in joy and freedom. You, personally, are responsible for your happiness as well as your misery. That's the way it is. It must be accepted as the first truth.

Why this book has been written

With more than fifty years of spiritual development and personal self-evaluation, I have used my knowledge to write many books on self-empowerment, and through my work, I have discovered the awesome power and authority of self-revelization acceptance. By studying the ideas and methods of the world's great religions and philosophies and then piecing the various tenets together, I have developed the process that has helped many people acquire higher consciousness for living happier and more productive lives by their divine right to live in joy and freedom. You can do the same if you want to.



As I was being awe struck with what I was working on, my wife suggested that while I was staying off-Terra for some time that I write a novel as well. I told her that I didn't do dialog and she told me to do it anyway, and so I did. I created the series of books based on the action/adventures of Hanshi David Mann in a quasi-autobiographical sense. Besides *The Hanshi of Central Park*, there is *The Hanshi in Brussels*, and in progress, *The Hanshi in China*, *Hanshi Redux*, *The Hanshi in Miami*, *The Hanshi in Newport*, and *The Hanshi in Israel*. I enjoy writing novels, as it gives me a time to lighten up. This is definitely movie stuff. Here's the Intro and Chapter 1 of Central Park.



Introduction to Hanshi David Mann

Hanshi is the highest rank attainable in the martial arts world. To receive this rank a man must be a very skilled field-proven warrior, an exemplary teacher and a leader of men. However, that is not the only reason for the title, which can only be conferred by his peers. A Hanshi is a man of high personal honor who has devoted his life to his discipline and in his world he is the ultimate authority—a combination of Supreme Court Justice and five-star general.

But, he is also a person. He prefers anonymity unless something extraordinary brings him to the forefront where he must use his inordinate talents. He is generally assisted by specially trained people who see to his every personal need, called “hoshi” and he is protected by “kyoshi” warriors who are dedicated to him for life. If you insult, or bring harm to a hanshi, his warriors will address the matter in an appropriate fashion, but for the most part the Hanshi works unassisted.

Hanshi David Mann lives in New York City and is one of forty legitimate men of title in the world. All of them value his book, *I, Musashi*, as the definitive tome on martial arts philosophy and practice, and regard his dojo, the School of the Snake as one of the most difficult and exacting methods of martial arts study in the world. His peers and associates consider him one of the most skilled of their rank, and honor him as O-Hanshi, the supreme title.

His temperament and philosophy of life are based on over sixty years of living and five decades of martial arts practice. His quiet, Zen-like life is structured on non-structure. He teaches at his dojo, writes books and works out with some of his students every dawn in Central Park regardless of the weather.

One morning Hanshi David Mann inadvertently becomes involved in a NYPD drug bust gone wrong and his life is forever changed.

1

Day doesn't break in Manhattan, it happens, and this day was no different. The sun began its ascent with a laborious effort slowly forcing its brilliance through a rain promised overcast sky eventually punching an orange reflection into the East River. It came over Long Island City and worked its way through the cross-town

streets making 1st, 2nd, 3rd, all the way to 5th before its rays finally entered Central Park and kaleidoscoped through the trees; bouncing off the water in the boat pond, the Harlem Meer, the Ramble pond and the waterfall.

There is always planned activity in the park regardless of the time of day. In the morning, individuals and groups gather to ride bicycles, jog, skate, do tai chi, aerobics—any number of things. The riders, runners and skaters stay on the main paths and the exercisers have their own places in the open areas. Very few people go off the beaten paths. It's dangerous and nerve-wracking for the most part and because, sometimes, there are unplanned activities.

Ramon Alvarez knew how to deal with all sorts of activities, planned and unplanned. He also knew the necessity of showing appreciation, which is why his men usually trusted him. That way, he thought, a man of his position and temperament could always maintain control of most situations. He also knew that there was no such thing as a circumstantial fuck up. Everything had its reasons and if something was hidden in meaning it was because of a greater intelligence than he or any of his associates might be able to comprehend. As a firm believer in Santaria he was convinced that spirits were everywhere but he never let any of his associates know about that part of his mind.

His stretch Lincoln slowed down as it approached the West 72nd Street park entrance with his four-man posse champing at the bit knowing a major score was about to go down that would make them much richer than they had been the day before. The car came to a stop and Ramon got out. He crossed to the other side of Central Park West and stood by the subway entrance. With his walkie-talkie he would be in complete contact with all of his people and could insure against circumstances getting screwed up due to any peculiar spirits. He also wanted a fast escape route if it became necessary.

Lenny and Fred, two of Ramon's men got out of the car and began making their way to a predetermined rendezvous point near the bottom of the waterfall in the Ramble section; a good quarter of a mile in and definitely off the beaten path. Lenny carried a substantial amount of pure heroin in an attaché case. Joe the Driver and Frankie the Idiot stayed in the car ready to get everyone out fast if things did indeed become circumstantial.

Both men were heavily armed. They had TEC-9's with wildfire triggers and back-to-back 50 round banana clips under their coats. This was in addition to the plastic Glock's in their waistbands. They were ready to take out the Terminator and Rambo at the same time. Ramon, however, had only his .38 service revolver, a souvenir from the days when he was a New York City cop. It was enough and he knew it would maintain him if things got out of control.

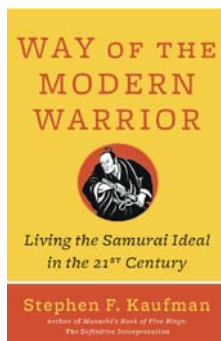
Everybody was feeling righteous. They couldn't wait for the fun to begin. The plan was to take out all of the opposition, whether they had to or not, steal the \$2 mil in cash that Ramon had sworn was the deal and split it and keep the dope. If there was any confusion about the matter, Ramon could certainly determine the appropriate personnel changes to be made. The posse knew that too.

It was still shadowy in the park and vision was not that great. No one really knew what any of the contacts looked like. Ramon had only told them where they would be met. Lenny and Fred approached the meeting place keeping in touch with Ramon who monitored their every step. Ramon's plan was to whack everyone on his team after the deal went down and head for South America. With the contacts he had he could set himself up for life, maybe in Rio, live like a god and continue to deal. He did think, however, that Frankie the Idiot would be good for him to keep as a lucky charm so maybe he wouldn't whack him, at least not yet.

He started getting antsy as people began to enter the station on their way to work. He didn't need company and thought he looked stupid standing around pacing with a walkie-talkie in his hand, which could maybe bring a cop down on him. He crossed the street and entered the park, walking in a completely different direction than that taken by Lenny and Fred. As he crossed the street, he nodded at Joe and Frankie in the car who were wondering why there was a sudden change in plans. "Everything's cool," Ramon answered when Frankie asked what was happening. Frankie felt suddenly uncomfortable and decided to follow Ramon and make sure that nothing happened to his boss. Ramon didn't see Frankie enter the park.

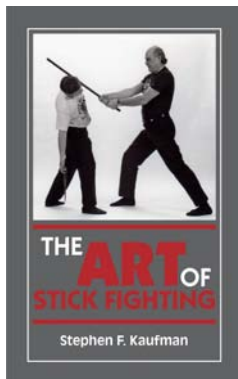
FD – I can't get over this! I would love to have you do an excerpt from all of your books, but this interview would become a book in itself. What are some of the book projects you have going on right now?

SK – My next book from Tuttle to be released in the Fall of this year is *The Way of the Modern Warrior – Living the Samurai Ideal in the 21st Century*.



Soon to be published is a book for young readers, *Cherry Blossoms for Children – Life Lessons to Grow By*. Also on the slate is: *Napoleon's Maxims in the Art of Business*, *Mastering Okinawan Sai*, *Art of the Zen Sword Master*, *Hanshi's Ultimate Guide to Self-defense*, four or more Hanshi David Mann books, some short stories, novellas, and screenplays. Check out the bookstore on my website: www.hanshi.com. I prefer that you order the books from the website, and in that way I make the money instead of Amazon. I also autograph each book purchased. You should talk to Peggy, my assistant, because she knows more about what I am doing than I

do in many things. She also took most of the pictures herein, as well. I'm also doing an audiobook for *The Sword in the Boardroom*, developing training videos for my martialist systems, giving talks and lectures...oh, forgot to mention *The Art of Stick Fighting*, originally published by Contemporary as *Zen and the Art of Stickfighting*, and now republished by Paladin.



FD – You don't mind if I laugh a little when I ask you what you do in your spare time?

SK – Back at you, Son! I hang out with Tango, my parrot, play with a jazz group, do some sound sculptures and paintings, work on my stamp collection...but mostly, and not in my spare time, truly love those who are near and dear to me, unconditionally. Anything else you want to know?

FD – Yeah...where can we get another dynamite pastrami sandwich?

SK – Let's go, Boychik.

Afterword

When I finished the interview with Hanshi, I thought about all that we talked about and the manner in which the Master conducted himself, with poise and aplomb. To me, it was a completely candid encounter, and one that clearly shows him as a real person. He is strongly connected with family, uninhibited with his praise for others, and an expert authority on the subjects he talks about. He is a real person who does not live a sequestered life. Hanshi Kaufman is not only a master of the arts, but he is also steeped in compassion towards his fellow man and he never holds back when questioned. He is approachable and gives himself to those who are sincere. He has been able to put into words all of the intrinsic and significant knowledge that he has gained during his lifetime, and therefore he is recognized as a legitimate voice that speaks clearly and distinctly for all people. His works are of inordinate importance to everyone, martial artists, business people, corporations, politicians, people anywhere, and I cannot extol the value of his teachings enough. He is also involved in community affairs and ran for city council in NYC in 2009 and will run again in 2013. He's got my vote! You will find a link to his NBC

candidate clip below. In my opinion, it is essential that you read his books and study his words. *The Sword in the Boardroom* is astonishing by itself and his approach to higher realms of consciousness in *Self-Revealization Acceptance* are considered essential by countless people in all walks of life. His action novels, *The Hanshi of Central Park* and *The Hanshi in Brussels* are spellbinding and pull you right into a world that many of us only dream of. He is available for speaking engagements and I guarantee that he will transform and enhance all aspects of your life. This will sound like a pitch and it is meant to be exactly that. Read his books! Start with any book that you are curious about. It doesn't matter which one, because the end result is that you will be changed and given a new perspective in everything you do. Buy his books from his website: www.hanshi.com. And while you are on the website take a good look at the courses and lessons he offers. I am reading *The Sword in the Boardroom* again for the third time. It is that intense. Make sure you get a copy for yourself and another for someone you know will appreciate it. Hanshi Stephen F. Kaufman is the real thing, make no mistake about it.



Links to Hanshi Kaufman's videos.

[The Art of War](#)

[In His Own Words](#)

[The Art of Stick Fighting](#)

[Introduction to Sai](#)

[Self-Revealization Acceptance](#)

[Sword in the Boardroom](#)

[The Shogun's Scroll](#)

[The Way of the Modern Warrior](#)

[Kaufman Voter Video](#)

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