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Dear Daniel,

It was my distinct pleasure to receive more than expected when I scheduled a bodywork session with you after my recent knee surgery. Your approach to human communication is profound, showing me new levels, dimensions and applications.

I was amazed to realize how awareness, focus, tension and relaxation interconnect through the body and influence communication with myself and with others. This rekindled my belief that body centered communication is potent and requires a fundamental psychological shift. This accessible and powerful approach will allow other's to perceive a qualitative improvement in my communication.

In the fast paced corporate world, it is a distinct asset to be grounded in the visceral body. In the drive for results, this allows a person to create more positive energy, to be more centered under pressure and fatigue, and to minimize personality conflicts. This becomes a powerful vehicle through which to approach life, whether managing people or managing one's self.

These "somatic communication skills" improve performance in several contexts. Most significant is the personal interplay within a team of highly talented people. When a person comes from a grounded visceral center this has a powerful effect on others; team members are more happy, connected, and productive. As well, employment longevity increases. On the other hand, the absence of this visceral connection promotes a self centered group with low team identity. Teams of this nature tend to have higher staff turnover.

Your vision of somatic communication between people and within organizations is intriguing. I am curious about your assertions that these skills increase productivity during cross cultural communication, where language and cultural barriers reduce efficiency. I shall have ample opportunity to try this for myself during my forth coming assignment in culturally diverse London.

Thank you for expanding my horizons. I shall refer my friends.

Best wishes,



Alex Markevich
Manager
Bain & Company
Moscow, London