#### Speaker 1 (<u>00:00</u>):

Hello everyone and welcome to this first lesson and episode of introduction to conscious EFT. Now for those of you who heard our podcast leading up to this welcome back, we're really looking forward to engaging with you and really bringing you into how to bring EFT into your life, how to use it in your life, but for those of you who didn't hear the podcast and are just joining us right now at lesson one, thank you so much. We are going to start with some review and really bring you in because part of this EFT being conscious is that we are always always thinking about everyone who's listening, nervous system and how can we help them help themselves out and at the same time be so thoughtful of their wellbeing and of their biology and what's happening to them as they're taking this information in. And I have to say my co-teacher Nancy is really just fantastic at this and we also have a guest speaker today. So let's jump straight in.

### Speaker 2 (01:16):

Welcome Nancy again and welcome Corby. Thank you so much for joining us and welcome to the people who have joined us. For this episode too. Uh, I think we should start with, with a, a review of the basic protocol that we introduced at the end of the last podcast. Just in case people have had a little break between the podcast, we, they don't necessarily have to go back and find the other one. We'll introduce it here again, great idea. So this is the basic emotional freedom techniques protocol and people will remember, let's just go through the points. So you're tapping on the side of your hand, about halfway between the knuckle of your baby finger and your wrist. And as these raise a flag, the fleshy as part of the side of your hand. So we're tapping there five to seven times, so it doesn't matter which side, both are fine.

### Speaker 2 (<u>02:11</u>):

And then we're going to our eyebrow, the inside of our eyebrow, so up the middle of the nose and then over and just where the hair on your eyebrow starts and that this we call very cleverly the eyebrow 0.5 to seven times and then over on the side of your eye, on the bone right level with your pupil watch. You don't go too far back towards your temple, just you'll feel the bone there around the eye and that we call the side of the eye point. And then the next point is the under the eye point where it is under the eye, still on the bone and directly underneath the pupil, five to seven times. And then underneath the nose, that one's easy to find. And then between the bottom lip and the chin in that indentation just in there. And then we had the collarbone point where we said to find the notch in the collarbone right underneath the chin, just find that notch and then move over about an inch to either side or some people like to do both sides at the same time and just tap on that collarbone point.

### Speaker 2 (03:25):

And then we have the under the arm point. Children know this as the monkey point, so about four inches down from the arm pit about level with the nipples, whether for females it's about halfway through the bra strap. So we're tapping there. And then the final point is, top of the head is a very powerful points with some people don't like to tap directly on it. They like to tap in a circle or just pad it very gently. And so those points together form what we call the basic algorithm. So you would tap through those points and then you would take a breath. Now, good news, something new for you in this podcast. Unbelievably Hmm. Some people might find it a little socially awkward to tap on some of those points if they're not alone in their bathroom or their bedroom. And so over the years with emotional freedom techniques, uh, there's been the development of what we call the finger tapping points. And the rationale for this is because we're tapping on the Meridian channels of the body, the basic

algorithm, the facial points, tap on one end of these meridians, but the other end comes out the fingers. And so as we'll talk about later in this podcast, oftentimes it's, it's, uh, easier and more conducive to social situations to tap on those finger points. So I'm going to throw this over to Corby, uh, to take us through and just describe what these finger tapping points are. Yes,

### Speaker 3 (04:57):

thank you. Um, so the fingertip, if you hold your hand as if you're going to shake somebody's hand, um, then on the top of the fingers and the thumb, right kind of where the base of the nail starts, you want to press there or

### Speaker 2 (<u>05:10</u>):

the top. And so we can either squish them or tap

## Speaker 3 (05:16):

or just press and hold. And we do that on all the fingers. Um, and it's just like tapping through the points. So it's great for stealth mode. Um, and it is, it keeps it, you can do it at anywhere, any place. And you can either do it with two hands where one hand is tapping and squishing or you can do it single hand that they using your thumb and push it on the top of those points by the, um, male bed where it just starts. And then on the, uh, your thumb part, you have to kind of reach your finger around to come to the top side of your thumb there. But as you walk along driving, um, I have people who are in meetings, uh, who will use the tapping the time before they go

## Speaker 2 (<u>05:58</u>):

into a meeting, especially if they're a stressful meeting, maybe where they have to have some crucial conversations or make some big decisions. There'll be tapping along as they go and nobody knows that they're actually calming their nervous system as they're doing that. One of the ways I find it easiest to describe the finger tapping points to people is it's the area of your finger that if you were biting your nails you would be biting because nail biting is an anxiety driven habit. And so I've had great success, my son in particular and showing him these finger tapping points and he uses the finger tapping rather than doing the actual nail biting, which, you know, he's in a professional position. So having bitten bitten the side of his fingers was not a very attractive look for what, for his professional image. So either option, um, there is a ton of research.

# Speaker 2 (<u>06:50</u>):

Has we shared with you earlier behind the, uh, facial protocol points? Uh, we don't have a lot of evidence yet around the finger points, but you know, the, the tapping that you do is the most powerful tapping. So if it's, if you're in a situation where you're not going to tap on your face, but you're going to tap on your fingertips and go ahead and go ahead and do that. Uh, one reminder that, that, uh, tapping is a very powerful technique and what we're doing here is regulating the nervous system, retraining the nervous system, how to actually come back to a baseline of calm and uh, and peace. And for the vast majority of people, this is a wonderful strategy for them, for self-regulation and for stress management. But just to remind her if, if you're feeling any hesitation at all, if you're out of place in your life where you're dealing with overwhelming situations or overwhelming emotions, uh, then then check with your mental health professional or your medical professional just to make sure that you have them on side, uh, as you introduce your body to this tapping technique.

#### Speaker 2 (08:04):

But as I say, for the vast, vast majority of people, uh, this is going to be, uh, an extraordinarily powerful self-regulation, uh, strategy. So Nancy, now that we've gone over once again, then the points and then we learned this kind of super secret special way to do it, just using our fingers. Now how do we apply this? Because in our last episode we talked about doing this tapping without even having to talk a lot. So I think you have some ideas up your sleeve about how we can start implementing it now that we know these two ways to do it. Yeah, a reminder that we talked about that there are different levels of tapping and emotional freedom techniques. And this is the first level we call this bronze tapping. And the beauty of bronze tapping is that we don't have to figure out any to say, which is usually why people stop themselves from doing tapping and EFT. They'd say, Oh, I don't know what the words to say. So we've taken the words out. So in this podcast we're going to introduce three different ways to do this bronze tapping without the words. And the first way we call the mindless bronze tapping. The second way we call the mindful bronze tapping in the third way is what we call cloud tapping. And that'll make sense when we get that far. Okay. So can we jump straight into the mindless tapping? Yes. So mindless tapping is quite mindless.

#### Speaker 2 (09:38):

Excellent. Hey everyone, it's my list. Some things just make sense. Uh, with mindless tapping, you literally get your mind out of the tapping and it's, it's used as an energy toning strategy. So we literally are simply repeating, tapping on the points. That's it. You can be doing this at so many different times in your life because you just need one hand to be tapping on the points. You can be doing all kinds of things with the other point, let me throw it over to Corbion. Just hear some of the ways that you personally core B, how do you use mindless tapping? How have you, what situations with clients have you used mindless tapping? Where have you suggested it for them and, and what have you seen as a result?

### Speaker 3 (10:29):

Yeah, definitely. When, uh, especially with clients that are just starting out because like you said, the people get stuck in what do I need to say? And then they don't want to tap. So we just tap and that's the good thing. And it actually gives people a lot of relief, not only by just tapping, but that they don't have to figure anything else and that it's still going to help them because as we know when we start tapping, it starts conditioning that nervous system to be healthier, to help the rest of the body to resource itself. So by just keeping on tapping and getting that habit formed, it allows people to find that greater peace in their life so that they can function better and handle whatever's going on in their day. So I often just have just, that's all we do is just mindless tapping and just tap away. Um, I often, for myself, when I'm just sitting at my desk, I'll just be tapping with my fingers a lot. Driving. I'm just tapping. Um, those are good times that I can do it because you want to do it where you don't have to add anything extra to your day and it's just a carry along with you and the way you go. Um, so it's really powerful that way just to do, you know, it doesn't have to be any crisis or anything either. It can just be just to tap.

### Speaker 2 (<u>11:39</u>):

Yes, that's the energy toning piece. Uh, and it's such a powerful thing that you said that, you know, who has time to add anything else into their day. And so this is something that you can layer on without having to have additional time to do it. I know for me, here's my guilty little pleasure is when I'm watching Netflix, you know, my compromise is, okay, I'll watch Netflix, but I'll be doing the mindless tapping at the same time. How can I tell you what shows I'm watching or the, the other important thing

to say here is for human beings, ritual is incredibly important. So how can we build this mindless tapping into our lives as a ritual? You know, mine for example, is I have a little index card pasted to my bathroom mirror, which reminds me every time I use the facilities of wash my hands and then I do just a couple of rounds of this mindless bronze tapping just to tone my energy system just to take the edge off whatever stress is building up in my system that day. [inaudible]

# Speaker 2 (<u>12:55</u>):

Jen will be either of you have examples of your rituals. I loved that you talked about using it during TV because that's such a great way like you said, okay I'm going to sit and watch this mindlessly, but great. Then you can tab mindlessly, you can do it on your fingers, you can do the face and body tapping. So that's a big one for me and I think it's maybe the safer way to do it while you're driving because you can just hold the steering wheel and tap on your fingers at the same time so you're not, you know, moving your hand or doing something very unsafe and you can still very much focus. You don't have to worry about saying words and this is really beautiful. For everyone who's just being introduced to tapping here. Because like we said in the last episode, it was such a big block for your new clients, Nancy, because they were coming back to you saying, I didn't do it because I didn't know what to say.

## Speaker 2 (<u>13:43</u>):

That's all right. You're still gonna get great benefit. Not saying anything. Not thinking particularly anything, just kicking back watching reruns or binge watching you name it. You can do this. Yup. Absolutely. Corby ideas. Yeah. That's actually my, one of my favorite times to do just the finger tapping is when I take my dog for the walk every morning. I love doing that cause it's just peaceful out in that time of the day and not many much is going on. So I find it really nice to be topping as I'm walking. And the other one I'd like to do is just before bed, I just, um, Pat because it just helps to get the system kind of relaxed and set ready to go for the night. Yeah. So I mean, if I could just add, this is such a beautiful ritual to build into bedtime for children. So that they get just a little bit of regulation, stress management, that sort of little systems are falling asleep and [inaudible] one adaptation here is at bed time for a child.

### Speaker 2 (14:42):

I might not actually have them actually tapping, you know, per cussing the points. I might just have them, I just as their parent, I might be just massaging the points very gently or even just holding the points because we want them to be nodding off. So sometimes the physical tapping would be a bit to, you know, against what we're trying to accomplish there. Yeah, that's a great idea Nancy. I do that with my kids at bedtime. We do talk about a memory and gentle tapping or holding our hands just on one or two points. Yeah. Yeah. So let's move on then to mindful tapping. So as you probably expect with mindful tapping, we actually fill up our mind with something and then we layer on the bronze tapping. So this the, what we're holding in our mind could be anything that we're not at the, we're not fully at peace around.

### Speaker 2 (<u>15:40</u>):

So it could be a person, it could be a situation. It could be a memory, it could be an event, it could be an emotion, it could be a thought, it could be a body sensation. This is really helpful for people who are experiencing chronic pain sorts of situations in their life. So simply holding that or just call all of those things the issue. Simply holding the issue softly, gently in your mind, not thinking about it, not delving into it, but just holding it lightly in your mind. And then going through the basic, either the basic

protocol or the finger tapping points or you know, some people like to put those two things together and do all the points all at once. Uh, and so this begins to take the edge off. So maybe there's a person in your life that is very challenging for you to find a place of acceptance and well wishing for.

## Speaker 2 (<u>16:45</u>):

And so just to start to come to a place of greater peace around that person, you could just hold them gently in your mind and do some of this prawns mindful tapping around that. So can I just ask a question to be clear, this is not like the time that he did this thing to me and it really upset me. You're not getting into it. You're just like, ah, wow, you know, this general thing and I don't feel like feeling this way anymore. And just tapping on the background exampling or emotion. Sometimes with my, with my clients, I'll suggest to them that they'll, they just take an object to represent this issue. So in my, in my physical office space, I have just a pile of stones and rocks and crystals and all kinds of different objects. And I just say to them, just select one and that represents this person.

## Speaker 2 (<u>17:37</u>):

And I find that that just lets them hold the issue more lightly without doing that, delving into all of the emotions and all of the thoughts and the upsets. Right? Cause we're not ready for that at this. This is the start of the tapping, you know, that that would come later on and we'll get there. Um, but, but this is just holding it lightly. Another way I suggest people do this is I'm called the queen of the index card, is just go to the dollar store, get a pack of index cards, and just write the issue on the index card. And then you can even put that card away somewhere. And then as you do this mindful tapping, you can think of the index card and we have such a complex and beautiful, miraculous nervous system. The nervous that the intelligence of the nervous system will just take what's on that card and know that that's what you're tapping on. So the key is, thanks Jen. The key is to hold this lightly. Any other ideas? Corby around mind? Full tapping?

### Speaker 3 (<u>18:40</u>):

No, it like, like what you've said, because I know even when doing workshops, when we have people write down stuff like that on the cards and they come back to it, it's, even though they haven't been delving into it, it's like, Oh, it shifted. It's changed. Something's happened here, you know? Which is the beauty of it that we don't have to force anything. It just allows it to happen without our knowledge, really our conscious knowledge.

# Speaker 2 (<u>19:05</u>):

That's right. Yeah. Because we're working with energy. Absolutely. Energy is pervasive. It's, it's all around us. It's intelligent. And, and so as you say, we don't have to force this. It's just a gentle holding, uh, and uh, end to end to gently beginning to let our nervous system come to greater peace with that issue. I want to jump in here and say I love the idea of the symbol and that you have a bunch of paraphernalia in your office for people. I have not done that. That's gorgeous and so easy. And I wanted to suggest to everyone listening that if, if the word doesn't do it for you or if the rock or whatever symbol doesn't do it for you, but you're a doodler or you're a bit of an artist, like just, you know, scribble something, doodle this, something, whatever represents it to you, whatever is the most personal to you that will be most effective for your own work.

Speaker 2 (<u>19:59</u>):

Beautiful. Thanks Jen. So shall we move on to cloud? Let's do it. Yeah. This is, this is where things begin to get very, very juicy. So cloud tapping, and let me explain the word cloud plowed meaning there's some sort of potential storm brewing at its worst. It's a thunder cloud and we are like literally being drenched with tons of upset, tons of emotion, tons of unhelpful thoughts. And we're just in the middle of the thunderstorm. Sometimes it's you know, a light, Oh it's a bright sunny day and there's a cloud that's just obscuring the sun a little bit in either extreme. This cloud tapping is really helpful and the key to this is that we're in it, we know that the nervous system is reacting, we are not in peace and acceptance. And so this cloud tapping is an intervention in that moment or ideally before we get to that moment to begin to interrupt.

## Speaker 2 (21:18):

The chronic, the chronic stress reaction that we can predict is going to happen. So we're either in the middle of it, right? We're S we're sitting in the dentist chair, right? We have an upset, dysregulated nervous system. Okay. The cloud is drenching us. So we start doing the bronze tapping again, either the finger tapping, the facial tapping combination, whatever works for people. So, uh, we have great, uh, results, uh, and actually a fair bit of research showing that this kind of tapping on the dental issue is, uh, is very, very powerful. So there's all kinds of situations. We'll, let's just brainstorm a few potential situations where this cloud topic would be useful. Exams, thank you. New. Do you want to expand on that, Jen? Well, sure. Anyone who has gone into an exam before or was really nervous about writing the exam and waiting for the door to open so you can get into the exam or you get in the exam and you're one of those people who blanks out.

## Speaker 2 (22:22):

That's how your nervous system manages it. You blank out and think, Oh my God, I knew this last night when I was studying and I don't know what this morning, right, right. In that very moment, you can just, it's why the finger tapping is quite powerful because you could be finger tapping with one hand and writing your exam with the other hand. Right? This is a great place to to point out to people how, say you have a a very important exam coming up and it's coming up in a month's time and you've got your study schedule and it's all laid out and you're all prepared for this. Well, my suggestion would be that you use all three types of broads tapping that you use the mindless, the mindful and the cloud topic. So to the extent that you would just build a ritual of mind, less tapping where you'll do your energy Tony every day, a few times a day where you'll just regulate with some mindless topic.

### Speaker 2 (23:19):

And then secondly, you could use the ideas that we shared around the mindful tapping around the exam. You could have symbol that represents the exam and just be tapping on it during the month, right? And then you could bring the cloud tapping and in two ways you could bring it where you, you go to sit down to study or practice if it's a performance kind of an exam. And so you sit down to practice and you want that practice or that study to be the most effective as possible. Then you could start tapping on that cloud right then and there and then as Jen suggests, right in the moment of that exam, right walking up to the exam space or sitting in the exam itself, then you could bring the cloud tapping to that. So all three of them are going to interweave in order to help the optimal performance.

# Speaker 2 (24:12):

It brings up another example, sorry to jump in on you Corby. I know you want to publish this deal when you're making an important phone call. Yes. I'm thinking of a real life example where I use this and I had

to do it. I was a banking call, something that wasn't exciting for me and I had a little bit of dread about waiting for them to, you know, say, Nope, sorry, can't get that money back or what? I don't remember what it was about and I thought, Oh wait, wait a minute. I teach tapping and I do tapping all the time with people. Perhaps I should use this on myself. I did and boy was it ever a smooth conversation and I as I could feel my heart rate increasing on my nervous system revving up, I was able to tap and still be calm and have access to my higher brain centers so that I could be rational and taking everything they were saying. Just like the student writing the exam can be, have access to all of that memory and all of that creativity. [inaudible]

## Speaker 3 (25:06):

yeah, I know for myself too personally using it when, um, I either had to sing within either duet or solos, you know, going on just the thought of going on before. So just to hold that image and, and I'm talking either public speaking also, so, you know, calming the nerves as, as it's going down. And even though sometimes it still might spike a little, it's not for the whole time, so they could actually, you know, speak or sing or whatever it is that I needed to do much quickly or more quickly than I would have without this tool. For sure.

## Speaker 2 (25:38):

One of the powerful examples that a client shared with me is, uh, during medical procedures, and this in particular, this person needed to have a cat scan and they were before the cat scan, they were very, very concerned. They'd heard all kinds of stories and they were concerned about it. So as they were sitting in the waiting room, they're doing cloud tapping there. And then even as they did the cat scan procedure itself, they're actually doing the finger tapping in a way that didn't interrupt the way that the procedure was going. So all kinds of ways, needle phobias or you know, fairly common things so that this cloud tapping is really helpful there as well. Great examples. As soon as you said medical, I was thinking, Oh those poor people who can't handle the MRI. Absolutely. Absolutely. Yeah. So for everyone listening, where can you immediately think you can use this, that something that really gets your nervous system going where you feel nervous and you feel physically uncomfortable. Where do you see in your life already that you could you, Oh yes. Wait a minute. That could calm me down and I could have for once in my life a good experience with that. You know, driving with my child who's learning to drive for the first time or you name it. Yeah, definitely lots of kids.

### Speaker 2 (27:04):

I was thinking teenagers, I was thinking about years ago, I was fairly new to tapping, uh, and, and I had about a three hour drive to my inlaws place. And so my husband at the time, and I would be in the car together making this drive to the in-laws and I would be almost unconsciously nervous because three hours away we were staying with them for a couple of days. And I was like, Oh boy, I'm out of my own space. And uh, and so invariably if I didn't do some cloud tapping on the drive, husband and I would end up in a huge argument. And then I started to bring the tap in Ian on the drive. And it's like, Oh, okay. Right. And the arguments didn't take place. Yeah. So again, this is so broad and these three techniques can be used really anywhere. So can you quickly review and maybe even like slightly compare and contrast because I feel like mindful and cloud tapping, it's important for us to draw a line there, delineate that for people.

Speaker 2 (28:13):

I think the best way to share the difference between a mindless and the other two is you are not even thinking about anything. You are not necessarily in a situation which is upsetting for you. You're simply saying, I want to live my best life. I want to prevent and maintain my energy system, my nervous system as optimally as possible. So I'm simply gonna layer tapping on these points into every which way I can figure out how to do in my life. Whereas the mind full, all of a sudden there is something which is upsetting. There is something which you can identify, Hmm, this is, I am not at peace with this. And then the cloud tapping is Whoa, I am in the middle of a thunderstorm here. I know without a doubt that that something is upsetting me and I would prefer to have peace around this.

### Speaker 2 (29:19):

So that's the difference between these three. But as your example, Jen, about the writing the test and I took that opportunity to explain it. This is not an either or. This is how, how can we best interweave all three of these forms of bronze topic. So to use the example you gave the cloud tapping on driving to your in-laws, you know, well it's about to like you're, you're driving there, you're going to be uncomfortable or you're not going to be in your zone. Yup. Um, so the version of cloud tapping for that same topic and maybe would be before you're ever in the car, you know, like, um, you know, next month is a holiday and you're going to be there. So leading up to that, you do some general cloud tapping. It's maybe not forefront on your mind, but there's an issue in it. Like you said, you can gently hold that issue and tap on it.

## Speaker 2 (<u>30:06</u>):

And so that would be mindful tapping, right? What would be mindful tapping and then, and then the mindless would be simply me tapping on me in order to feel as good as I can feel and wouldn't have anything necessarily to do with the inlaws. It would just be an energy toning stress management strategy. Great. Great. So I hope that makes it clear to everyone listening, the difference between cloud tapping and mindful tapping. But the point is is to just tap this structure is just to help you tap and look, we all make mistakes. I just told you that I realized, Oh duh, I can tap before this phone call and we all do that. So that's why the three of us are here today to remind you. Oh my goodness, this is an amazing tool. It's free. You have it with you anytime you want and you can help yourself out so much with it.

# Speaker 2 (<u>31:00</u>):

Exactly. Oh, and I can't resist. I just, can I throw in just a tiny little nugget? I call it the bronze tapping sandwich. So say you've got an event that, that is challenging for you. Uh, let's make it a, um, let's make it an interview with your child's teacher and you're uncertain about it. So there's some stress there. So a bronze tapping sandwich, you're going to bronze tap, you know, uh, either mindful or cloud tapping some which way you're going to, you're going to tap before the event. You're gonna tap before meeting with the teacher. You could also tap during the meeting with the teacher, you know, with your finger tapping underneath the table. Nobody needs to know that you're doing that. But that new point here is the rest of the sandwich. Please don't forget to take care of yourself after the event is over.

# Speaker 2 (<u>32:00</u>):

So when you come out of that meeting, take a little bit of time, spend it with yourself, and do some just some mindless tapping to bring your nervous system back into regulation. It's so important. Otherwise you carry that into the next event or the next person in your life and you don't need to. Huge and very important point. Corby, I see you smiling because do you see this after? Oh, you know, every single meeting you've ever been to. Exactly. That's the thing. We think, Oh, we're done, we've made it

through, but we forget all the energy that we've just disappeared, dissipated as we're sitting through that thing. And it's like, Oh right, let's just get the residual off of us. And so that we're clean going into the next thing that we're going to do. Yeah, that was a great point. Thank you guys so much.

#### Speaker 2 (<u>32:49</u>):

So is there anything else we need to sum up as we're wrapping up this three ways to do, to use our bronze tapping episode, I would encourage people to, to not forget what they already know works for them. So bronze tapping is a layering technique so you can layer it on top of your already existing strategies. So if you have a breathing practice for example, right? Just bring the bronze tapping into your breathing practice. Um, if people have a habit to, you know, a gratitude or an appreciation habit, just bring the bronze tapping in as you're doing your appreciation and your gratitudes. It's like a supersizing sort of a strategy. Great point. And that brings us full circle to our first few introduction episodes where you can take those things and really, really supercharge them and make them even more effective. And we're not saying, no, don't do yoga.

#### Speaker 2 (33:46):

No, please do yoga. And you know what tab after app after tap before. Yeah, exactly. Corbion. Yeah. No, I think it's, it is. It's just that reminder that this is accessible at anywhere, at any time. And it's so easy to do that. Like you say, you don't even need an excuse to do it. Just do it. There's a new category we'll call it. No reason. Tapping the, just do it. Tapping. Let's do it. I love it. Oh, thank you ladies so much and thank you to everyone out there for choosing to, you know, learn this and apply this and bring this to your life and see what changes happen as you start doing this. Very easy tapping, just putting it in, inserting it into your life in any one of these ways. Thanks Jen. Okay. And our next episode, we're going to dive into more of, you know, how we can use this. And as we move along in this series, as Nancy was saying, there are different levels of tapping and we're talking about bronze, which you may make you think, huh, I wonder if there's a silver and a gold to that. We answer why. Yes, there is. So, uh, keep tuned so we can keep bringing you these wonderful, beautiful, and easy to apply techniques.