



## Train people to give you what you want

The first question that needs an answer is: “*Why bother training people?*” And the answer is simple: Because people love to contribute to us! If given a chance to do the right thing for us, or to please us, they will. And most people feel happy when they are actually giving – I know I am! (Bear in mind however that this is totally different from manipulating people.) Unfortunately, most people don’t know what we want (because we have never told them) or their attention is elsewhere or when they’ve done something for us in the past, we didn’t acknowledge them.



Can you imagine what life would be like if we were willing to show people what we want, in a way that is easy for them to hear, and fun for them to provide? In short, we could "train" people to give us what we want and the catch is that if they enjoy the experience, then we are both winners!

Despite this we are often unwilling to train. Instead, we prefer to complain that we're not getting what we want. We end up resenting that person for not being how they should be, or not giving us what we want! We even go a step further and think that they should have known better. This is not only true in the case of relationships but also at work, with our boss, our employees, our colleagues, our parents, and our kids.

If we're willing to give up the notion that anyone should do anything, or know how to please us, and accept that training is good for all, then we can have a lot of fun!

Training people is simple! It only takes three simple steps:

- 1) Find them right**
- 2) Ask for something easy that they can do**
- 3) Acknowledge or thank them**

Here's a good example:

You are sitting in your living room. Suddenly your husband gets up, goes to the kitchen and without thinking about you, gets a beer for himself. Then he comes back to where you

are sitting. Seeing you without a drink, he instantly wishes that he had been more thoughtful and gotten you a drink as well. You can say something sarcastic like: "*Thanks darling*", or "*Don't worry I'll get it myself*". This is the common response! However, you can surprise him (train him) by saying: "*Oh, what a great idea. Could I have some wine please?*" You see, you could have been upset that your man wasn't thinking of you. Maybe you are! But you don't need to act from that. Instead, you can:

- 1) find him right for having a good idea
- 2) give him something easy to do
- 3) thank him at the end. You both get to win.

This is a simple but nifty technique. It might sound overly simple, but if for a few days you observe yourself and others when you want something, you'll be beautifully surprised.

Here's another example for you:

Think of something you would like someone to do for you - something easy for them. Maybe something you've always wanted more of, but not been sure how to ask. In this example we'll use a lady wanting a massage from her spouse:

- 1) Find them right - this means find something about them or something they've recently done that you like, and say it. For example: "*Thanks for coming home early tonight honey; it's great to see you*".
- 2) Ask them to do something that's easy for them to do; nothing too hard. For example: "*Honey, would you mind rubbing my shoulders for two minutes?*"
- 3) Thank or acknowledge them. Yes - it's obvious, right? But so often this is missing from our communication. "*Wow - that feels great honey - you have an instinct for this*".

Now if you really want to put this to good effect, once you've acknowledged them at the end of the cycle, you can jump straight back to Step 2: "*Could you press a little harder there?*"

And Step 3): "*Ah - perfect*". And Step 2): "*Would you run your fingernails lightly over my neck?*".....Step 3) "*That feels great.*" If there's a silence of more than a few seconds, go back to Step 1).

Practice with small things. Pick one person, or try it whenever you would like something, or are about to complain.

Lastly, remember, that other people might be doing the same thing to us, thus **we are all winners!**