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is as follows: "To raise the consciousness level of the world in the arena of human interactions. To show people how to get what they want while helping others to feel good about themselves." In order to do this effectively, we must learn how to

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“Manipulation aims
at control, not
cooperation.” – Dr.

Paul W. Swets

“One of the single

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Most powerful
things you can do
to influence others
is smile at them.” –

John L. Mason

“Know what you
want, know who
can give it to you,
and know how to
get it.” – Milo O.

Frank

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Empower Winning

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The "You message"
would put the
blame on that
person, making
him defensive and
less receptive to a
win/win outcome.
The "I Message" is
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principles to
master. For
example, you're in
a discussion where
the other person is
not speaking to
you with the
appropriate
consideration and
respect.

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In review, "Winning
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great book about

persuasion and

how to get what

you want. If you're

looking to improve

your people skills,

and persuasion

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can imagine the
special service,
attention, and
smiles I received
from the waitress
for the remainder
of the meal. A
person I'd recently

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why welfare was
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With Highly
Intimidating People~~

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Most people will want to avoid directly confronting you, and will either ask if you can let them by, or slip by without bothering you. Either way, you will appear intimidating. Try this technique by blocking hallways, staircases,

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~~How to Be~~
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show you how to
identify the exact
motivations
involved in any
situation. It then
gives you specific
approaches,

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including the exact
wording to use, to
turn those
situations from
average dealings
(or potential
disasters) to nearly
certain successes.

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In this series, we'll discuss various aspects of what I call "Winning Without Intimidation." In

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communicating
what you want
from someone, in
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