

The Gift of Love and Friendship

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THE GIFT OF LOVE AND FRIENDSHIP

There are seven positive, constructive, and psychologically sound proactive behaviors you can practice to improve the way you get along with other people. Each of these appeals to the deep self-conscious needs of others, to their needs to feel important, valued and respected.

BE AGREEABLE

The first behavior is simply to be agreeable. When you nod, smile and agree with a person who is talking, he or she feels more valuable and respected, feels that what he or she has to say is important and therefore he or she is also important.

STOP ARGUING

When I was growing up, I became a great arguer. Because of my argumentative nature I soon found myself spending a lot of time alone. People began to deliberately avoid me, I was winning all the arguments, but I was losing all the friends. The best way to disagree with someone you feel is incorrect is using a “third-party disagreement.” For example you could ask “what do you think our customers would say if they knew what we were doing?” Your decision to become an agreeable and easy-going person will lower your stress levels and increase your ability to influence others to help you.

PRACTICE ACCEPTANCE

The second self-esteem building behavior you can practice is “acceptance.” When two people meet it is important to establish a certain level of acceptance. When you express genuine, unconditional acceptance of another person, you raise that person's self-esteem, you improve that person's self image, and you make him or her feel relaxed and safe in your company.

JUST SMILE!

It only takes 13 muscles to smile and 11 muscles to frown. A genuine smile directed at another person says a lot. When you smile at another person, he or she feels valuable important and worthwhile. You will raise your own self-esteem by making an effort to raise the self-esteem of other, and you do it by smiling.

AN ATTITUDE OF GRATITUDE

The third step you can take to raise the self-esteem of others is by expressing appreciation. Whenever you express gratitude or appreciation toward another person for anything that the other person has done, you make him or her feel more valuable, more competent and more worthwhile.

SAY "THANK YOU"

The words "thank you" have tremendous power. Each time you say them to another person, his or her self-esteem increases. Develop the habit of saying "thank you" to everybody for anything and everything they do. Send "thank-you notes," they are some of the most powerful self-esteem and relationship builders ever invented. Develop an "attitude of gratitude." The happiest and most popular people are those who go through their lives being genuinely grateful for the things that happen to them and for everyone they meet.

LITTLE CHILDREN CRY FOR IT; GROWN MEN DIE FOR IT

Another way to raise self-esteem of others, to make them feel important, is to express approval of them on every possible occasion. Tired children who are praised and approved by their parents or teachers actually perk up and recover their lost energy. When people are genuinely praised by someone they respect, their enthusiasm and alertness increase and they feel much better about themselves.

ACTION EXERCISE

It is impossible to improve relationships in one day, it is a process. Begin the process by smiling at everyone you meet and remembering to say "thank you."

ABOUT THE AUTHOR

Brian Tracy is Chairman and CEO of Brian Tracy International, a company specializing in the training and development of individuals and organizations.

Brian's goal is to help you achieve your personal and business goals faster and easier than you ever imagined.

Brian Tracy has consulted for more than 1,000 companies and addressed more than 5,000,000 people in 5,000 talks and seminars throughout the US, Canada and 56 other countries worldwide. As a Keynote speaker and seminar leader, he addresses more than 250,000 people each year.

He has studied, researched, written and spoken for 30 years in the fields of economics, history, business, philosophy and psychology. He is the top selling author of over 50 books that have been translated into dozens of languages.

He has written and produced more than 500 audio and video learning programs, including the worldwide, best-selling *Psychology of Achievement*, which has been translated into more than 20 languages.

He speaks to corporate and public audiences on the subjects of Personal and Professional Development, including the executives and staff of many of America's largest corporations. His exciting talks and seminars on Leadership, Selling, Self-Esteem, Goals, Strategy, Creativity and Success Psychology bring about immediate changes and long-term results.

He has traveled and worked in over 90 countries on six continents, and speaks four languages. Brian is happily married and has four children. He is active in community

and national affairs, and is the President of three companies headquartered in Solana Beach, California.

Brian is the president of Brian Tracy International, a company that helps individuals and businesses of all sizes achieve personal and professional goals.

To learn more about Brian Tracy, please visit www.briantracy.com/AboutBrian.

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