

Sharpen Your Social Intelligence

Monday March 8, 2010

- **Today is the last day to register for reserved seats for Mannafest. To sit in Merri-jo's section use seating section B and code Hillaker when registering.**
- **Beginner Tax Class this Saturday, March 13th from 2 PM CST - 4 PM CST. There will be replays available. To register or for more information go to http://www.mannatrain.net/Documents/TAX_2010.pdf**

Brian Tracey on the Principle of Reciprocity

1. Social Intelligence: the most important and most highly paid form of intelligence
 - a. Defined: The ability to get along well with other people
 - b. 85% of your success defined by your social skills
 - 1) your ability to interact positively and effectively with others
 - 2) your ability to get them to cooperate with you in helping you to achieve your goals
 - c. The bad news: the opposite is true as well
 - 1) The failure will be your undoing
Study shows 95% of people let go lost their job not due to lack of competence, or skills but rather lack of social skills
 - 2) Sydney Jourard, psychologist says most of your joy in life comes from your happy relationships, and most of your problems come from unhappy relationships with others.
 - d. The good news: you can become extremely skilled at building great relationships
2. The Law of Indirect Effect
 - a. Get more and get it easier out of any relationship by doing it indirectly
This is called the Law of Indirect Effect
 - b. Example: You want to impress someone. Directly you would have to talk all about yourself and this might make you feel a little foolish. Indirectly you would simply impressed with the other person. The more you are impressed by the other person, the more likely they will be impressed by you.
 - c. Network marketing: if you want someone to be interested in what you are doing, the most effective way is to become very interested in them and what they are doing.
 - d. If you want to be happy? Do you pursue things that make you happy?
However, the most joy and happiness comes from making others happy.
These are also long lasting: boost your spirits and self-esteem.
 - e. How do you get another to respect you? Right, respect them.
This is also called the Law of Reciprocity, or As you sow so shall you reap?
Whenever you do good for someone, they will want to reciprocate.

3. Applying the Law to Your Personality

a. Self esteem is the hallmark of a healthy personality. How do we achieve greater self-esteem? Right, by helping others raise their self-esteem, yours will go up by same measure.

b. Everyone you meet carries baggage...and so do you. Most grow up with feelings of inferiority. So we spend our lives needing/wanting reinforcement of our self-image (or new self image!).

c. There is a saying "I like you because of the way I feel about myself when I am with you." This statement contains the key to excellent human relationships. When you go through life supporting others and supporting their self esteem, opportunities will come your way in unpredictable ways, in ways you can't imagine.

Your own personality becomes more positive and healthy.

"You impress into your own mind whatever you express toward someone else."

Words are so powerful and impact us in so many ways.

4. How to Apply this?

a. In every instance possible, uplift others making them feel important. As you make them feel more important, their self esteem will rise.

If you think in terms of the Law, every time (and I mean EVERY TIME) you make someone else feel important, your self-esteem will rise.

b. Another important affect: everyone will want to be your friend and around you so you will become very popular and welcome everywhere.

c. Other affects: lower stress, greater happiness, higher energy, greater peace of mind, like and respect yourself more,...so, **START NOW!**