

Be Direct with Respect® – You Get What You Tolerate!

5 Mistakes others make when using be direct with respect:

1. They do most of the talking
2. Not focusing on the challenge
3. Assume the conversations are effective
4. Make the other person feel defensive
5. Spend a lot of time with people who *don't* get it



6 Tips to help you see results after the conversation is finished:

1. Remove the word *but* and replace it with *and*
2. Use *I* as often as possible and forget about using *you*
3. Don't get side tracked. "We need to talk about this."
4. Ask questions and listen
5. Leave personal ego and agendas at home
6. Listen to the content, emotion and intention

4 Tips to keep you sane while using be direct with respect:

1. Don't take it personal if someone verbally attacks you
2. Don't make assumptions
3. Do have the courage to ask and express what you want
4. Speak with integrity.



Reciprocal relationships share the following:

Each person contributes and each benefits in some way
Flexibility and fairness are honored
Boundaries are valued on both sides
There is no need to score since both sides want to give and take

"Our lives begin to end the day we become silent about things that matter."

-Martin Luther King Jr.