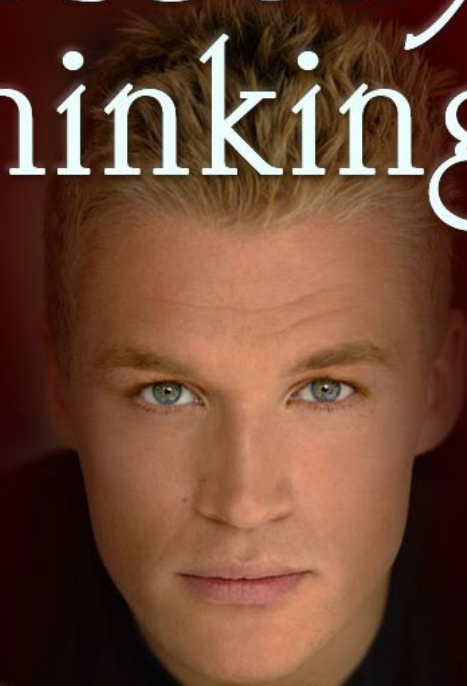


by Bob Grant, L.P.C.

What's He *Really* Thinking?



Discover Secrets
About Men
That Most Women
Will Never Know

www.WhatsHeReallyThinking.com

What's He Really Thinking?

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~ INTRODUCTION ~



I remember years ago working at a company called AlphaCare, where I was just beginning my career as a therapist. One day I came upon the groundbreaking book, *Men Are From Mars and Women Are From Venus*, by John Gray. If you've read that book, you remember just how different and earth shattering that approach to relationships was at the time. One section of the book really stood out to me. John Gray pointed out that men and women tended to assign different weights to the gifts that they either received or gave. Men, he said, tended to assign more value to certain gifts than to others. To a man, every gift or gesture was ranked on a scale from 1-10. The higher the number, the greater the value he assigned to the gift. Therefore, if you gave a man a large gift, he would likely rank that gift as high as 7 or 8 on the scale of 1-10. Because of that high ranking, the gesture would make him feel loved or content for a long period of time.

Women, on the other hand, tend to value most gifts simply as 1's. They may like certain gifts more than others, but they don't weigh them using the same scale as a man might. There was one example that I found particularly memorable. He asked women, "Would you rather receive a dozen roses on the first day of the week and nothing else for the remainder of the week, or would you rather receive one rose a day for seven days?" Most women chose to take the rose a day every day of the week.

When I read this, I thought to myself, "That's the strangest thing I've ever

heard. Why would anyone want seven roses, even if they were spread out, as opposed to twelve roses all up front?” I was frustrated yet somewhat amused by this concept. I walked out of my office to the reception area and decided to question all six female secretaries about this matter. I asked each of them to stop what they were doing and told them I had just read something that I found to be absurd. It couldn't possibly be true. I needed their opinion. I asked them, “Would you rather receive a rose a day for seven days rather than getting a dozen roses on Monday and nothing else for the rest of the week?” They replied, “Of course, we would rather have a rose a day.” They looked at me like I was the one who was crazy. I stopped for a second, paused, and looked at them. I continued, “You've got to be kidding.” They weren't. I remember turning back and walking into my office. I let it sink in just how differently men and women think.

I've heard women express the same level of frustration and surprise at how differently men think. Women find that the reasons why men do certain things and don't do other things can be both baffling and frustrating. I'd like to take you inside the mind of a man. If you've read any of my other books or programs, you may recognize some of the components we're going to discuss. This book, however, will be the most complete and thorough explanation of why a man does what he does. This book will explore how he thinks, how his thoughts differ from those of women.

I'll show you how to use this knowledge to influence a man.

As you develop a deeper understanding of how men think, you will come to understand why your man does what he does, at least in most instances. In addition, you will hopefully acquire a new appreciation for men. You

see, understanding is not simply enough. Understanding gives you the ability to implement certain strategies, respond in certain ways, and even make your requests to him in a manner which he is more likely to do what you're asking him, or even agree with your point of view. When you appreciate men for their differences, it makes men more willing to allow you to influence them.

One misconception a lot of women have is that men are stubborn and are only concerned with what they want to do. Of course, there certainly are reasons for this belief. Men can indeed be stubborn. However, what most women really don't know about men is that when a man gets in a relationship with a woman, he expects her to influence him. He assumes he's going to be told what to do at times. He's going to be dragged to the concert, or he's going to be told to clean up things he doesn't really think are dirty. He may even have to listen to a woman when she's really emotional, even though he doesn't want to.

Men expect this. Yet, they still choose to date and get married, and they always will. Most men want a woman to influence them; they just hope she knows how to do it correctly. Did you know that if a man feels that you understand him, it won't be nearly as important to him that you agree with him? In fact, one insight that captivating women know is this: Understanding someone and agreeing with them are not the same thing.

You can understand a man and not agree with his perspective.

Just because you concede a point, or let him know that you understand his perspective on something, it doesn't mean that you have to go along

with it. Many men and women tend to feel that if they acknowledge what someone else is saying and if they can see that person's perspective, it's assumed they're going to go along with what the other person wants to do. Yet, this is not the case. When you have the ability to understand a man, he is naturally more inclined to want to understand you.

~ CHAPTER ONE ~

Mind Reading = Making Excellent Guesses



As you just read in the introduction, simply telling others new information doesn't always help them unless they're aware of their own misperceptions and biases. Take the example of the flowers. Even though I was told that women actually prefer one rose a day, it made no sense to me. I wasn't ready to hear it. From a man's perspective, getting 12 roses total has to be better than only getting 7 (one per day), right? Therefore, a woman should be happier with that option. This way of thinking is called perception bias, and all of us have it. A perception bias is where you see something based on your own way of thinking, and you then impose that belief onto other people or situations. An example of this is what children do when they see a dog panting with its mouth open, and its tongue hanging out. From a child's standpoint, it looks as though the dog is happy. And even though it's a strange dog, most children will want to go up and pet the "happy" dog.

If you're a parent, you know better than to let your child do that because you know the dog is simply panting, not smiling. That's how dogs release heat—through their tongue. It may look like a smile, but it's not necessarily true that the dog is happy. That dog may be aggressive,

and yet the child's perception bias gives him an unwise confidence which encourages him to walk up to a potentially aggressive dog. He thinks the dog is safe.

Empathy vs. Intensity

All of us have perception biases. Men have them. Women have them. It's not a matter of whether or not you have perception biases, but rather a matter of how aware you are of them. What kind of perception biases do women tend to have? Women often tend to confuse empathy with intensity. Since women are more oriented towards feelings; they tend to think that their feelings are good indicators of whether something is true or false. For example, if a woman has an uneventful first date with a particular man, it is easy for her to assume that he is an uninteresting man. She is making a number of assumptions based on a mere few hours of interacting. If she has a wonderful encounter with another man and feels "a real connection," then she figures he must be a good man. While sometimes these perceptions do, in fact, turn out to be true, often times they aren't. I've heard countless stories, and you probably have too, of women who have dated a man thinking he was a good guy, but over time it turned out that he was selfish, mean, or unfaithful. Her perception wasn't based on reality, but rather on a really intense physical attraction.

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Even though it can be helpful to be more in touch with your feelings and emotions, those feelings are not enough to be able to understand what a man is thinking. What women may believe is their “intuition” is often nothing more than an intense feeling. True intuition is much more than a strong feeling; it’s also based on knowledge and expertise. A wide variety of factors can influence how you feel, so feelings alone can’t give you an accurate assumption of what a man is truly thinking. This point may sound simple, but let’s be honest. It’s fun to go with your feelings. There is an effortless quality to trusting whatever you feel because of its intensity, and not bothering to evaluate whether there are facts that support those feelings.

In his book “Blink,” Malcolm Gladwell researches how someone can trust his or her impression and hunches. After interviewing various professionals, he describes how critical it is to have a base of knowledge about a person or situation in order to accurately interpret your feelings. Take an experienced police officer as an example. He’s spent years patrolling certain areas of a city, so he gets a certain feeling when anything out of the norm arises and warrants concern. He can trust his feeling because it is based on years and years of experience.

You may have experienced insights in either your professional or personal life at one time or another. Because you’ve had years and years of interacting with family members or developing an expertise at your workplace, you may get a certain feeling when someone is being rude or when a presentation isn’t going the right way. This feeling typically indicates that something is wrong and needs to be corrected. Often times,

your intuitive feeling is accurate. You have a knowledge base that enables you to properly interpret what you are feeling. Mothers have this same ability with their children. After spending hundreds of hours with their child, they learn through experiences which cries are urgent and which are not.

A client complains, “My boyfriend showed up 5 minutes late. That just means he’s a loser.” I’m certain that she feels this way, but she doesn’t know his reason(s) for being tardy. She is simply taking a circumstance and making an interpretation based on her intense feelings, not on facts. Let’s say I asked her, “How well do you think you know men?” She’d likely reply something like, “Oh yes. I know men really well. I have dated lots of them. I had brothers. I’ve been around men all my life.” But to make the assumption that someone is a loser because he is 5 minutes late is to respond disproportionately to what he did. This is similar to a woman claiming a man has an eye disorder because he raised his left eyebrow. The “diagnosis” doesn’t fit the symptoms.

It doesn’t matter that she “feels” she’s accurate. She’s most likely very wrong, yet she feels that she has some special ability to literally read someone’s mind simply based on her feelings. Let me tell you that this is simply inaccurate. If you have a basis of understanding as to why men do certain things, then you can make very good guesses.

Making excellent guess is the real key to being able to “read someone’s mind.”

One of the best people at making relationship guesses is a man named John Gottman. He has studied thousands of couples in his “Love Laboratory.”

He takes married couples, puts them into a room and turns the video camera on, then watches them interact. He claims that he can watch a couple interact for 15 minutes and predict with 90% accuracy whether they will get a divorce or whether they will stay married.



When I first read this statistic I thought it certainly sounds like a magical statement. But is it really? Think about this. He's watched thousands of couples. He's seen the same issues over and over again. It really isn't that hard for him to make that educated guess, because he puts aside what he thinks are good indicators of marital success versus what he's observed. He can, in essence, read the couple's minds because he has a foundation of knowledge, which enables him to guess extremely accurately. You can make these same types of predictions about men. To do so, you must put aside some of your current beliefs about men and learn what they think and how they operate.

Your Key to Power

Women tend to think of themselves as being very empathetic. They base this idea off the concept, ‘I can understand how someone feels if they’re having a bad day.’ They feel a strong emotion toward someone and can relate with him or her. This type of empathy is easy for most women. Since they are often aware of others’ feelings, they frequently make assumptions based on their own experiences. When a girlfriend is heartbroken over a relationship that has ended, she remembers her own similar experience and then offers comfort because she has a good idea of what her friend is feeling. What is difficult, and more powerful, is when you are able to offer empathy to someone (like a man) who has experiences that you can’t naturally relate to. An example of this is when a woman tells a man that she understands just how much it bothers him that his favorite sports team lost a game.

In that example, the woman doesn’t really relate to the emotional anguish the man feels when “his” team has been beaten. Real empathy is displayed through seeing and feeling things from someone else’s perspective even though it’s contrary to what you believe or feel. Real empathy is more than simply feeling sorry for someone. Real empathy gives the other person the impression that you genuinely like them and that you appreciate them for their differences.

When you are empathetic, the other person feels that you are interested in what is concerning him/her.

Some women are able to give men the impression that they actually like

men and enjoy being around them. They openly accept men's different ways of seeing the world, finding their thought process interesting, and even funny or mischievously playful. These women give men the impression that they're not going to try to completely change men and turn them into girlfriends. Frequently, when a woman tries to empathize with a man, she immediately wants to know what he's feeling. In a situation when a man is quiet, the woman may desperately want to know what he is thinking or why he chose his actions.

Yet, oftentimes, when women ask, "What's he thinking?" the simple answer is nothing.



Because men tend to be more inclined to think or feel, as opposed to doing both simultaneously, men are less likely to feel something at a particular moment. When they do feel, it tends to be overwhelming for them. This overwhelming feeling causes them to compartmentalize, meaning that they shut their feelings off completely. Men tend to put their feelings into a "compartment" and

forget about them. Now this may sound strange, but it is actually a very effective way of dealing with stress, especially if there's a perceived threat. For example, if someone broke into a man's house, it would be a good thing for him to shut off his feelings so he could focus on the task of defending himself or his loved ones.

Men find it equally amazing that women can't simply forget about something. How often do boyfriends and husbands tell the woman they love this innocent but insulting phrase: "Oh, don't let it bother you so much. Just stop thinking about it." When women are told, "Don't think about it," they find that thought not only amusing, but also hard to grasp. The general response is, "How do you think about nothing? What do you mean, don't think about it? I can't do that." But men do it all the time. And so when women say, "What's a man thinking?" - the implication is, "He must be thinking something. I just need to know what it is."

Women often dismiss the idea that, in most situations, he probably isn't thinking about anything. If she wants to know if he is thinking about her

Women often dismiss the idea that, in most situations, he probably isn't thinking about anything. If she wants to know if he is thinking about her romantically right at that moment, the answer is often, "probably not." This doesn't mean that he doesn't care about her; rather, he doesn't need to be thinking about her frequently for him to bond with her.

romantically right at that moment, the answer is often, "probably not." This doesn't mean that he doesn't care about her; rather, he doesn't need to be thinking about her frequently for him to bond with her. Women tend to believe that everybody thinks something all the time. Therefore, they conclude that they should keep asking to discover the "real" reason

why he doesn't want to relay his thoughts. A woman then becomes an investigator as she probes for the answers to her questions. Perhaps he's

mad, or angry at something, or maybe he's got a problem he needs to solve.

"Is it something I said yesterday or does he no longer love me?"

Do you see where this train of thought is headed? From the man's perspective, she didn't believe him when he says, "No, I'm not thinking about anything." This often makes a man feel insulted. Yet, the woman wasn't really trying to be insulting. She was just basing her perception on her own knowledge.

In the coming chapters, I'm going to give you a list of things that men think about in certain situations and why. And as you read them, I want you to make it a point to integrate these perceptions into your own way of seeing men. This doesn't mean that you have to become a man. However, it's going to be critical that you see how men think and how they apply their thinking to certain situations. These behaviors are going to seem very different to you simply because you're a woman.

~ CHAPTER TWO ~

You Must Understand Yourself - Let's Take a Look Inside



Let's start with how a man sees you, or any woman he meets.

You've certainly heard enough times that men are visual creatures.

What that means is that men, in general, simply like the appearance of a woman. Men are drawn to a woman's shape, her smile, and her feminine energy. It isn't something that they have to work at. They were programmed to find women appealing. Because of this, just by being a woman, you have a tremendous ability to influence a man. And, therefore, if you find it difficult to influence a man or to garner his attention, it's likely not for the reasons that you think.

Men really are not as picky toward women as women have been led to believe. While some men can be extremely picky, that is not the norm. If you take a look at your friends who are married, or even if you're married, you'll notice that most men are not married to "perfect" women. And yet most of these men are content with their choice because their woman usually meets their core essential needs. The idea that, as a woman, a man is inclined to view you favorably may challenge some ideas you've formed based on your past experiences. If you've had bad relationships, or if you've been mistreated, it would be easy to think that men are mistrustful,

mean, or simply selfish. These traits only apply to the particular men you had the misfortune of knowing, not to men in general.

Women often refuse to even consider the idea that their past experiences are not the norm.

It's understandable why. If you've experienced things a certain way, and I, or someone else tells you differently, your own personal experience is going to seem more accurate. And if you hold onto your beliefs long enough, it will actually become a self-fulfilling prophecy. Here is what tends to happen. If a woman has been emotionally injured, she learns to do certain things to emotionally protect herself. She may become overly cautious, or she may become a detective with a man and ask lots of questions in an

If a woman has been emotionally injured, she learns to do certain things to emotionally protect herself. She may become overly cautious, or she may become a detective with a man and ask lots of questions in an effort to determine whether he is a good guy or not, or to attempt to perceive his real intentions.

effort to determine whether he is a good guy or not, or to attempt to perceive his real intentions. She may hold back her feelings because she doesn't want to be vulnerable or get hurt again.

Some women become overly aggressive because of things that have happened in the past. They don't intend to be mean, but they've made themselves a promise that they're not going to get hurt again. There are other women who practice self-sabotaging behavior. They may eat too much, drink too much, and have relationships with men whom they

logically know are bad for them. Those things (or men) give them some temporary relief from their loneliness or their pain. Even though these characteristics can be destructive, they often enable the individual to “cope” by making her feel good in the moment, even though she knows she is making bad choices. These characteristics are called Coping Skills, which everyone uses to help manage stressful times.

The main reason for applying coping skills is that they give people the perception that they are helping or protecting themselves. Coping skills enable individuals to keep their guard up and protect themselves from getting hurt. But, some Coping Skills actually blind women to the fact that most men actually do enjoy women. As long as women hold onto those protective coping skills, they're going to see men in the wrong light. Now I realize dramatically changing your views isn't easy. It's tedious and sometimes painful, for someone to consider that their bad experiences are not necessarily an indicator of the way things have to be.

Men and Projection

I had a male client who was in his mid-40s, single, and by most standards a fairly attractive man. He said to me, “Bob, I'm about done with women. All they want is a man that makes a lot of money. I make \$60K a year, and I just don't think I make enough to please certain women.” I empathized with his situation because there was some truth to what he was saying. Do women like men who can provide financial security? Yes, most women do find that quality attractive in a man. In fact, I don't see anything wrong



with that. My client was taking his bad dating experiences and making assumptions that weren't accurate. He had the tendency to be impulsive, and to ask too many questions on a first date or when he would first meet someone. Often these questions involved inappropriate topics; such as how many children they wanted to have, asking about past love relationships, etc. When the woman didn't respond in a favorable way, he

often comforted himself by thinking, "She doesn't like me because I don't make enough money."

His way of coping was to explain a discouraging circumstance in such a way that did not require him to take any responsibility. It had nothing to do with him, because it all came back to the same thing in his mind: "If I made more money, then she'd like me." Until he is willing to let go of that Coping Skill, it is very unlikely that he will ever find a woman he can love. His Coping Skills keep him from accurately empathizing with what these women are actually feeling. In addition, he is also doing something called projection.

Projection, coined by Sigmund Freud, means that every individual has the tendency to take their own perceptions and beliefs, and to project them onto something else.

Projection is kind of like how a movie projector projects a movie onto a screen. This takes us back to our earlier example when a child sees a dog panting. The child projects onto the dog that the dog is actually happy, when the dog may not be happy at all.

My client was projecting onto women his belief that all they wanted was money. He may very well have met women like this, but the truth is that the majority of women do not feel that way. Similarly, there very well may be men who think and act the way that you've been led to believe that they do. But if your perception is negative, harsh or cruel, I want to encourage you that even though this is your experience with men, it is not true for men in general.

So let me ask some questions. In your interactions with men, do you do things that give men the impression that you're guarded? Are you suspicious about men and their motives? Do you expect a man to make an instant impression on you when you first meet him? Or if you're married, do you expect your husband to consistently be attentive to you?

Repairing Your Beliefs

If you answered yes to any of those questions, then here is first step toward repairing your beliefs and learning to read a man's mind. That is what a man named Alfred Adler described as the courage to be imperfect. This concept doesn't mean that you have no boundaries and you throw caution to the wind. What it means is you make it a point to be aware of the things you do to protect yourself, your Coping Skills. Your goal is to learn how to

be careful not to overuse them. I'm going to give you an example that may seem silly, but when I've done this with clients, nearly all of them report that they notice a difference after they apply it.

One of the most common things that men and women tend to do if have their guard up is to laugh when something isn't funny. An exaggerated example of this would be if someone were to laugh when they said to you, "My mom died yesterday." The problem with that reaction is that what you hear (that their mother died) is sad. But when you see a person laugh, what you see is a reaction indicating something is funny. And those two things are incongruent with one another. They don't make sense. If someone actually behaved in this manner, you'd probably wonder if he hated his mother. Did she really die? At the very least, you'd probably be a little bit bewildered and not know how to respond. I mean, is it funny or is it sad? In actuality, the person is laughing to keep from crying. Or perhaps they're laughing to keep themselves from emotionally falling apart.

Now obviously, that's an extreme example. Still, women are much more prone to laugh when something isn't funny than men are. The problem with this reaction is that it gives men the wrong impression. When men see a woman do this, they tend to think she's tougher and stronger than she actually is. But, women convey this sort of behavior in dozens of other ways as well. When they've had a bad day at work, they make a joke about it. If something unfortunate happened to them, they act as though it was insignificant because they don't want to come across as whining or complaining. Plus, many women have an underlying belief that men will find view them as weak if they display any kind of vulnerability.

Men generally like women, and they know that women are more emotional. Men expect a woman to display emotions when she is troubled or distressed. Just because you are upset, doesn't mean that you are weak.

Practicing Being Authentic

Here's the task: For two weeks, make it a point not to laugh unless something is funny. In the example I just gave, it doesn't mean the person has to start crying because they mentioned that their mother died. If you tell someone that your boss has been really harsh with you, you don't need to cry or scream, but don't laugh. It is important not to make a joke



about something that isn't funny. If you try this as an experiment for 2 weeks, here is what you'll start to experience. You will begin to feel things more because you aren't holding your feelings back as much. If you do

it consistently for two weeks, you will begin to notice that your feelings will start to stir up within you. It may not be a lot, but you will begin to notice a difference. You will realize just how often you laugh when things aren't funny. This exercise is the fastest way I know to gain the courage to be imperfect.

Within a few days of this exercise, something else will happen too. You're going to begin feeling feelings that you're not use to experiencing. Your heart will begin to wake up and it's going to feel uncomfortable. Count on it. The good news is that if you don't work hard to suppress them, those feelings will begin to relax.

Sounds silly, doesn't it?


In fact, it may be. But if you try this exercise, you'll find that you will become more authentic. Your feelings won't take over. What often happens is that you'll find you won't have nearly as many feelings to suppress and you'll begin to radiate the courage to be imperfect. When you don't spend so much energy laughing when something isn't funny, you'll discover that your confidence begins to increase. Men won't make the assumption that you're stronger than you are because you won't be pretending that what bothers you really doesn't. You'll soon realize that you can feel something AND be in control. What you feel and who you are is not the same thing. You can be scared and still be a strong person. You can be overwhelmed and not be weak.

When men see that you embrace your feelings instead of acting like nothing bothers you, they won't feel bewildered and confused when you're upset because they're used to seeing your feelings. The courage to be imperfect means that you're willing to give yourself permission to be a woman all of the time in a relationship. You certainly can't do this all the time at work and in certain other settings. That's understandable. You can't always be vulnerable. But what you can do is to stop laughing when something isn't funny. This change alone is an excellent first step toward

being able to understand what men are thinking. When you are able to see men in a more accurate light, it will enable you to make better guesses and better interpretations about why men do what they do when they do it.

~ CHAPTER THREE ~

What Men Really Hate

f you surveyed a group of men and asked them, “What are the most irritating things that women do?” Or, “What is the most frustrating thing about relationships?” they’d likely reply that one thing they can’t stand is to be nagged. They don’t like to be told what to do. Men are quite adept at ignoring a woman when she is fussing at him. Most women have been in a relationship where they’ve done those things. To get his attention, she’s talked and she’s tried to explain her point of view. She may have become overly emotional and maybe even irrational at times (at least according to him). What’s the result? Oftentimes it leads to nothing more than a fight or a disagreement. Even if she does get her way, it’s a short-lived victory, because he’s likely to sulk, pout, or withhold love from her. She may have won the short-term battle, but in the long-term he will punish her for the way she approached him.

I’m not saying this is fair, nor do I encourage this kind of behavior. My point is that men are well-versed in counteracting the thing they hate the most.

So what should a woman do when she really wants to get a man’s attention?

What is the thing that is so unnerving to men? The answer to this question really surprises most women. If you want to make a man feel your displeasure, then the key is to ignore him.

You can imagine the response I get when I suggest ignoring a man to make him feel your displeasure. “That doesn’t work because he likes being ignored,” my female client might protest, “In fact, there are times he’s ignored me for hours. Sometimes if he’s really mad, he’s ignored me for days. Ignoring him is exactly what he wants! “While it’s true that men do



like to ignore, they really don’t like being ignored. Men often ignore women when they are upset. They will try and outlast her. They will ignore her until she gives in or does what he wants. Men are not used to a woman who is willing to create

emotional distance until he stops his childish behavior.

Years ago, James Dobson, wrote a classic book called Love Must be Tough. In it, he said that when a man creates distance (ignores a woman); a woman should create even more distance as a way to counteract his actions. Dobson illustrated this by using a scale of 1-10 and he described these numbers in terms of feet (or meters if you wish). If a man gives you 5’ of emotional space, he might not call for a day or he might ignore you for the rest of the evening. When a man behaves this way, he’s either overwhelmed or he’s mad. He wants space so that he can collect his thoughts and calm down.

This 5’ of emotional space feels good to him because it’s just enough emotional distance for him to feel comfortable. He will stay in his space until he is through feeling overwhelmed or angry. Once men are over

being upset, or they have had enough distance from the woman they love, they make it a point to reengage with their partner, often acting as if nothing is wrong.

Acting as if nothing is wrong is a typical way that men cope.

Under stress, it is common for men to minimize what they are concerned about. By ignoring the source of their frustration, they are able to emotionally detach and logically find a solution to the problem. While this method of emotional detachment can be helpful in certain situations, it is often destructive in a romantic relationship. This way of coping tends to infuriate women, who often feel that the man is minimizing her.

When he is calmer and approaches her later on, he expects that she will also be calmer. It is at this point that the woman, who feels emotionally starved, is so relieved that he is speaking to her again that she converses with him - as though he hasn't just ignored her. Even if she argues with him and tells him how upset she is, it still involves interacting with him. If you really want him to feel exactly what he has put you through, then follow the advice of James Dobson and do what men don't expect: maintain emotional distance. If you do, he'll start to feel uncomfortable, uneasy, and a bit nervous. He'll quickly learn that when he ignores you there is a consequence to pay. He'll begin to learn that when he's upset, simply ignoring you isn't a good thing.

Let's go through this scenario in practical terms. Julie and Steve have been dating for 4 months without any major fights or disagreements. About this time, Julie was moving from an apartment into her brand new home,

and she had asked Steve to help her with the move. She invited some of her friends to help as well. She didn't view this as simply a day of loading boxes from one place to another. In her mind, this was also a chance for her friends to get to know Steve better. In addition, having Steve help her made her feel special and appreciated. Three weeks prior to her move, she secured his promise that he would be available to help her. She thanked him in advance a couple of times before moving day. She mentioned how nice it was for him to spend Saturday helping her instead of going to the golf course with his friends. However, three days before the move he called her on the phone and said that he was sorry. He wasn't going to be able to help her move. He felt like she had more than enough people to help her, and hoped that she understood.



As you can imagine, this upset Julie, and she told him that she had counted on him and had been looking forward to it. She reminded him of just how important his help was to her. Upon hearing this, he became defensive.

Their disagreement escalated and he said to her, “Why do you have to be so selfish? I never realized that you could be so self-centered.” Those were cutting words for Julie, as they would be for most women. Julie paused for a second and instead of reacting the way she normally would, she got quiet, and she said, “I’m sorry you feel that way.” That was the end of the conversation.

Do you think that Julie should have stuck with their conversation, continuing to talk with him in spite of what he had said? That would not have been helpful in the least. Steve felt a sense of relief when the conversation ended. Even though he knew she was mad, he, like most men, assumed that she’d get over it. They didn’t have any plans for that weekend except to help her move, so he didn’t bother to make contact with her. She maintained her integrity by not giving into her fear, calling him up, and telling him how upset she was. The day of her move came and went, without Steve’s help.

On Monday afternoon, Steve was about to learn that his wonderful girlfriend understood men better than he realized. He called her and innocently asked how her move had gone, to which she responded with a one-word answer, “Fine.”

She wasn't critical. She wasn't sarcastic. She was distant.

After about 5 minutes on the phone of trying to make small talk and be playful, Steve said to her, “What’s the matter?” She replied simply, “I am still upset with you.” His response was both swift and predictable, “Are you still so upset about the move? Why do you have to be so sensitive? I said

I was sorry.” Julie did an excellent job of not responding to any of those questions. Instead, she said, “Yeah, you know, this doesn’t feel good. Let’s just talk about it another time.” “Fine,” he huffed, hanging up the phone. The emotional distance he had created last week was staying around longer than he had anticipated. The conflict that he hoped to avoid by simply ignoring her was upon him. For the next 2 days, he remained angry and full of self pity. He wondered what more he was supposed to do besides saying he was sorry. On Wednesday, he began to miss Julie and so he called her, again pretending that nothing was wrong. She responded in the same manner as before. She wasn’t giving in nor begging for his attention. It seemed strange, and he began to wonder if perhaps she was going to break up with him. She was giving him more distance than he anticipated or wanted.

Twenty minutes after his second call, he felt even more restless than before. He didn’t want to talk about her move, but his mind wouldn’t shut off. After trying to distract himself with mindless Internet surfing, he couldn’t take it anymore. He called again with a different attitude and said to her, “I’m really sorry. You know, I should have helped you move. That’s my fault.” Julie heard what she had been waiting for. It wasn’t simply that he said he was sorry. It was that he took responsibility for what he did. No blaming or making excuses.

Instead, he was humble.

The truth is, a man can only hear a woman when he’s humble. When he’s humble, he takes responsibility for his actions. If he’s not taking responsibility for his actions, however sorry he says he is, he isn’t being

humble. What was he thinking about during this process? Let's go through it. When he was busy and didn't want to make plans, he thought he could ignore what he didn't want to deal with. Since men tend to focus on one thing at a time, he was focused on what he wanted to do. He had no empathy for his girlfriend's feelings and only considered his own desire to do something other than help her move on Saturday.

What was he thinking when she got upset? He was thinking that she was being selfish, because she didn't agree with what he wanted to do. What was he thinking when she didn't respond in a combative way? He was thinking, "Oh that's great. Now I can just forget about this and not bring it up and she'll forget about it too." He was actually glad that she got off the phone that first time before the move was scheduled. What was he thinking during the few days that led up to her move, and even a couple days afterwards? He probably wasn't thinking about anything. He might have thought about her randomly, but he was still feeling a sense of relief. He had gotten out of doing something he didn't want to do, and he was thinking that she would understand and tolerate his bad behavior.


What was he thinking when he called her and she remained distant? This is what most women don't know. He was thinking lots of things. His thoughts went back and forth between – "Is she still mad at me? Why hasn't she gotten over this?" And, "What is it she wants me to do?" This was a different response than he's used to getting, and it caused him to look at Julie differently. More importantly, by Julie's actions she made Steve not only think about her, but she made him start to FEEL. What was he thinking when he called back a couple days after that? He was thinking,

“I really miss her. This is more distance than I’m comfortable with. I don’t enjoy having this kind of distance from her. I miss seeing her face. I miss spending time with her. This is kind of lonely. She’s created more space than I wanted.” He was beginning to feel nervous. Julie was able to outlast him because she had an understanding of the way he was thinking throughout this process. Her insights into his mind enabled her not to react in her typical manner. She didn’t let her Coping Skills take over and scream at him or beg him to help her. She responded in a way that really got through to him because she understood that more than anything else, men hate to be ignored.

This is such a powerful tool that it should only be used sparingly. In fact, it is so powerful that, in some instances, it might run the risk of ending the relationship if it’s overused. Now that you know that men hate to be ignored more than anything else, you also know that it takes time to allow the full effects of that emotional distance to make a man realize that treating a woman poorly just isn’t worth it. Trying to rush his response will only make him feel that you are trying to manipulate him. Waiting for him to become humble is the key to eliminating his poor behavior.

~ CHAPTER FOUR ~

Men Focus on One Thing

hen it comes to conversations or interactions between men and women, there's a basic difference in how men and women focus their attention. Women's brain structure is different from the brain structure of men, and this affects how each sex processes information. The corpus callosum, the stem that joins the left and right hemispheres of the brain, is thicker in women. Therefore, women process information back and forth between the left and right hemispheres, (the thinking and feeling parts of their brain) faster than men do.

Since a man's corpus callosum is smaller, it takes more effort and focus to translate the information back and forth between the two hemispheres. What this means is that men are more prone to either thinking or feeling, as opposed to doing both simultaneously. Because of this difference, women have the ability to notice several things at once. As one woman put it, "There's rarely any one thing that gets my undivided attention." This is often frustrating to men, especially when it comes to sex. Men don't understand exactly how much women notice. The fact that something minor can disturb, distract and concern a woman doesn't make sense to him. When men say, "Don't let it bother you," they are only saying what they know how to do. If a woman is bothered by something, it's hard for her to want to engage in sex because her mind is preoccupied. Her feelings

are aroused about other things and she finds it difficult to stop what she is feeling. For a woman, thinking and feeling happen simultaneously.

Men, conversely, often compartmentalize their feelings.

This means they can shut them off whenever they need to. They have the ability to focus on something intensely. Because of this intensity, they are consumed with whatever task or project occupies their attention. Put another way, when men focus, they focus on one thing and they focus on it intensely. Let's consider a situation involving Susan and Jim. Every



Saturday during the fall, Jim sets aside time to watch his favorite football team play. For him this is a sacred time where he can focus completely on what he loves - football. On one particular Saturday, Susan comes into the room where Jim is watching his team play, after just finishing a conversation with her friend. She's excited and wants to share her conversation with Jim. She doesn't demand his undivided attention by expecting him to stop watching his game and solely focus on her. She just wants to share a bit of conversation that she

feels is interesting. Because she has the ability to focus on multiple things at the same time, she just assumes that Jim does too. In her mind, Jim could easily watch the football game and talk with her at the same time if he really wanted to. She is convinced that if he cared enough, he would do it.

Jim acts uninterested in Susan's attempts at conversation. In his mind, he is focusing on the game. To have a conversation with Susan would require him to un-focus from the football game and then refocus on her. When he does that, he seems somewhat annoyed. Susan can't understand why. All she wanted to do was have a conversation. She didn't ask him to stop watching the football game. Yet in Jim's mind that is exactly what she did, because having a conversation means that he needs to stop watching the football game. As a man he has difficulty focusing on two things at once. He can watch the game or he can talk with Susan, but he can't do both – at least not very well.

I want to give you a picture to explain what's going on when your husband or boyfriend is focusing on something. Imagine that he's carrying a stack of 5 books. Notice how intensely he's focused on balancing those books so that he doesn't drop them. If you were to discuss a problem that needed his feedback, he'd assume that you wanted him to put down the books and help you. Even though that's not what you're asking and even if your request is small, he'll have to put down the books and then turn his attention toward your request.

Does this mean you can never interrupt a man?

Of course not, but when he's focused on something, it's going to be very

difficult for him to have a conversation with you at the same time. You have to decide if what you want is important enough to ask him to stop what he's doing to attend to you.

Now certainly, there are men who avoid responsibility by claiming that whatever they are focused on is important and nothing a woman brings up is relevant. He always watches his sporting events; he does what he wants to do, and never makes time for his woman. In this instance, the issue is not related to focusing. The problem with that is he's being self-centered, and he is never allowing a woman to interrupt him. What's the difference? Even though most men will have difficulty focusing on two things, it's the man who is willing to try and listen who deserves your understanding when he seems to be concentrating so hard to hear you and his favorite TV show. A self-centered man won't even try.

When you have something to share with him, how important is it for you to be heard? Sometimes it may be crucial while other times you may simply want nothing more than to sit close to him. If the matter

When men are focused on something they are less likely to hear you. You have a choice to make. Is it something so urgent that he needs to un-pile those books? Do you want him to stop what he's doing and take the effort to un-focus on one thing and refocus on you?

is critical and you need to know he's heard you, you'll need to ask yourself this, "Can he hear me right now? Is he too distracted to give me his undivided attention?" If the answer is no, he can't give you that attention, or yes, he is too distracted, then perhaps picking a better time would benefit both of

you. It all comes down to being able to be heard. When men are focused on something they are less likely to hear you. You have a choice to make. Is it something so urgent that he needs to un-pile those books? Do you want him to stop what he's doing and take the effort to un-focus on one thing and refocus on you?

What if it's an emergency? Do you have to wait for him to stop what he's doing then? I ask this question because I've actually had someone ask me just such a question. The obvious answer is no. If a child is injured, or you feel like it's an emergency, or if you're absolutely overwhelmed and need to talk with him about something, then most certainly you should be able to interrupt him. But if it doesn't have that sense of urgency, it is probably better if you wait until a time when he isn't as focused. When he's not focused on something else, it's much easier for him to make you his main focus. A common response to this idea is, "Why should a woman have to do this? Why can't the man make the adjustment?" The question presupposes that a man can develop the same ability a woman has. Yes, he can develop it a little bit. During the course of a marriage, men do develop the ability to think and feel to a larger degree. However this ability is going to be limited because of the way their brains are designed.

As a relationship progresses, a man begins to become more attuned to the woman he loves. Through countless interactions, he learns when she's upset, how she likes to be approached, and dozens of other clues about her preferences. He can do this for a particular woman, being able to un-focus and refocus more easily. But he still is going to have trouble doing it with other people. So while it might not be fair, that a woman has an ability that

a man doesn't have, our goal is about getting results, not about making things fair. If a woman understands that men need to un-focus and refocus when they enter a new conversation, then she'll oftentimes approach a man differently.

How To Get His Attention

What should you do if he is engaged in an activity that you want to interrupt? What if you want him to stop what he is doing without having to ask him? Is that possible? Yes it is. One of the best ways to get a man's attention when he's focused on something else is a method that most women would never think of. The next time you notice that he's watching a sport, or he's engaged in an activity and you really need to speak with him, try this. Simply go sit next to him (or near him) and don't say a word. That's right. Just sit there quietly.

It may take a few moments, but he will notice that you're there.


If you'll wait for him quietly, he'll ask why you are sitting there next to him. He may say - "What's up?" or "How's it going?" but regardless, he'll say something or make some gesture (like looking over at you). When he does, then you can ask him, "I was thinking about something, and I wanted to ask your opinion." Or, "I had a bad day."

Your reply needs to be one sentence and nothing more. He'll be surprised that you didn't offer more information and this will entice him to ask for more. When you ask him your question, you'll find out how important

whatever he's focused on is to him. If he's in the middle of something that he considers very important, then he'll remain distracted and focused on what he is doing. However, if he's focused on something that he could easily do a few hours later, he will likely listen and participate in whatever you want to discuss. The biggest obstacle to what I've just suggested is when a woman insists that she should be able to speak whenever she wants, say whatever she wants, and that her man should respond. If she understands that a man has to first un-focus before she speaks with him, then she has the key to capturing his attention more frequently. It is possible to have him hear her almost every time she speaks with him.

~ CHAPTER FIVE ~

Men Tend to Nurture or Protect

 Men tend to have one of two predominant styles when it comes to meeting the needs of their woman. This style will be the way he'll interact with you 70-80% of the time.

The Nurturers

The man who is primarily focused on nurture tends to be sensitive, and is often concerned about harmony in a relationship. He may be more sensitive to feelings, both yours and his, and will often take great pains to avoid being mean. This type of man is often considerate and remembers details such as birthdays and other special events. One of his primary goals is to be nurturing, caring, and concerned about the emotional state of a woman as well as the relationship as a whole. His masculine qualities aren't diminished so much as they are enhanced with the desire and drive to make a woman feel comfortable and know that she is valuable.

The Protectors

The other type of orientation is that of the protector, and most men fall into this category. This type of man feels a strong sense of responsibility

to make sure that there is security in his home and for the woman of his choice. This will be as much financial security as it is physical security. To accomplish this he needs to have a sense of control over his environment. Now from the sounds of that, you might imagine that someone like this can be controlling in a relationship. This may be true, but it's not because he wants to completely control everything about your lives as a couple. His point of view is this: you can only provide security by controlling the outcome of what you are focused on. When he focuses on physical security, he might think things such as, "Anticipate what could go wrong and make plans to fortify your home. Be aware of everyone that you come in contact with and be cautious until you know them well." This might sound paranoid, but it's often nice to know that a man is thinking about these things and making plans to safeguard against potential threats.

When it comes to providing financial security, it's important to control the expenditures or the amount of money spent for the household. If a man wants to provide financial security, one of the first things he's going to need to know or insist on knowing, is how much you and the family as a whole are spending every month. There will not be financial security if more money is being spent than is being made. An exception to this is a man who's worth or makes so much money that it is almost insignificant what his woman spends. A man who is worth millions and doesn't care how much his family spends is a rare find. The man that's more nurture-oriented derives great pleasure in providing emotional comfort for his mate, and to do so he needs to have lots of information. He's inclined to ask a woman how she is or what's bothering her. The nurturer also pays attention to other details, such as things you like, what gifts are appealing to you, and your favorite perfume.

Women may see a man display both of these qualities—nurturing and protecting-- at different times, and she may believe that he possesses both of these characteristics equally. While every man possesses both of these characteristics to some degree (as long as he's not a criminal or cruel person without a conscience), he has a predominant style of taking care of you. This means that he will use one style more than the other. Men need to have a reference point, something that works for them almost every time. This is their primary way of relating to women. When he's not sure what works best, such as the best way to approach you or how to do something for you, he will tend to make an assumption based on what he feels is his strength.

He will either comfort his woman or protect her.

A man who's very good at being protective will be more protective under stress, and at times it will come across as more controlling. A man who's more nurturing under stress will want to ask questions, do things, or want to give.

So what exactly is the ratio between the two? That depends on the individual man. A healthier man is more willing to take responsibility for his actions. He will have more insight into why he acts a certain way or what causes him to respond to certain things. This will actually cause the ratio to be fairly close, as in he might be 60% protective and 40% nurturing. Men who don't have much insight into the reasons for their actions don't usually have much interest in how their feelings impact their actions. In this case, you'll likely find one of those areas high and the other fairly undeveloped. Such men may have a ratio as high as 90% to as low as

10% of either style. You might have a man who is predominately protective (90%) and rarely nurturing (10%).

It's easy for a man to relate to a woman using the style that he's comfortable with, and he may be uncomfortable relating in the other style. The protective man who is willing to develop his nurturing skills will feel silly asking about feelings. Only through persistence and practice will he acquire the ability to convey concern to a woman who is overwhelmed. He won't ever become completely nurturing, but he can relate that way 40% of the time if he's willing to practice. The same applies to the man who finds it easy to nurture, but difficult to relate in a protective manner. For him, the difficulty comes when he takes an action that he knows is good for his beloved, even though it makes her uncomfortable. An example would be if she had some type of addictive problem (such as drinking) and he needed to confront her. She'll likely get defensive and angry, but what she needs in that instance is for him to be protective and love her enough to set limits with her, regardless whether she likes it or not. That isn't easy for a nurturing man to do.

Sadly, there are some men who not only have no insight into their actions and behaviors, but they also have no interest in developing any self-awareness. These men are self-absorbed and narcissistic. They are prone toward drug use, pornography, and other types of addictive behaviors. These men are also prone to mood swings, swinging from one range of emotions to another. They can come across as extremely protective, or at times they can come across as extremely nurturing. Still, this type of man isn't primarily protective or primarily nurturing. As long as circumstances

are favorable, they are charming and warm. Yet when they are upset, bored, or nervous, their only concern is how they feel and what is good for them. When this selfish side of their personality surfaces, it's easy for their partner to say, "Where did this come from?" or, "What happened?" Determining a man's primary way of relating takes time. It could take weeks, or more likely months.

Now that you know the two different ways that men relate to women,

Now that you know the two different ways that men relate to women, you have a choice. Rather than focus on which one is best, a better question would be, "Which style best suits my personality?" Do you primarily want a man to be protective of you? Or would you rather have someone who is more nurturing?

you have a choice. Rather than focus on which one is best, a better question would be, "Which style best suits my personality?" Do you primarily want a man to be protective of you? Or would you rather have someone who is more nurturing? The answer to those questions will determine which of the two

styles better complements your personality. A protective man wants a woman who desires and enjoys being protected. She trusts his intentions even if he doesn't say the words just right. That trust makes him feel powerful, which in turn, makes him want to protect her even more. If you want a man who does both equally, then, in essence, what you are really wanting is for him to become your father. Only a father figure can be protective and nurturing all the time. Yet, a father figure has a down side because he is going to demand almost complete control over a woman.

You as the woman are a complement to his style. The style that is best suited for you will always make you feel more feminine. While most women prefer that a man be more protective than nurturing, it doesn't mean that he has to be so strong that he never sheds a tear or gets upset. A man's strength makes a woman feel safe when she's with him, secure, and taken care of. The protective man isn't a good match for everyone. Some women have been through one bad relationship after another, or had a father who was extremely emotionally cold growing up. They have not only learned to take care of themselves, but it's hard for them to imagine being vulnerable to a man and giving up more control than they're comfortable with.

It's not that they don't understand the principle. They understand that we're not talking about you marrying a dictator. But even still, it's hard for them to express a lot of emotions. It doesn't mean that there's something wrong with them. What's really appealing to this sort of woman is for a man to convey that he cares. He must be able to adapt, adjust, and inquire as her moods change, because her circumstances are different every week. If you're one of those types of women, then a nurturing man often is a good match.

Are you aware of which type of man best suits you?

Which type of man do you complement? How do you like him to show that he cares? Think back on your past relationships. Which gestures meant the most to you? If you're in a relationship, what are the things he does that mean the most? Is it the way he listens to you, or is it the fact that he provides financial security and safety?

As you begin to realize that each man has a predominant caring style, this gives you the ability to shape the other part. Since men will relate to you in a predominant style, you in turn, know how to nurture his secondary style. If you know that he predominately likes to provide security, he likes to make things safe for you, he's not interested in talking about feelings, and he doesn't do the most romantic things, then you know that when he does make those gestures—he asks questions about your day, listens intensely as you share your feelings, or anything nurturing by nature—you will make it a point to reward him for such behavior. Since you know it's not his primary way of relating to you to ask questions about how you feel, it will need consistent reinforcement (rewarding) for him to develop that portion of his personality.

This is excellent news for the woman who's willing to help cultivate the side of a man's heart and personality that would otherwise go unattended.

How do you do this? It's simple. If you show the emotions you feel when he does something you like will, it makes it safe for him to continue to take risks. So when the man you care about does something that makes you feel loved, cherished, and special, the way you convey that to him is by drawing attention to those feelings. When he sees your positive emotional reaction to something he has done, he'll feel fantastic. When he feels he can make

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you happy, he'll try to do it over and over again. He needs this kind of feedback because it's not going to feel comfortable for him. It's going to feel awkward. A man who prides himself on providing security is going to feel embarrassed or shy if he brings you roses or if he tells you how much he cares about you. When he does these things, he wants an emotional response from you. When you give him enough emotional responses, as in sharing how you feel and conveying that you appreciate his actions, that encouragement makes him much more likely to continue to develop the less-comfortable aspect of his personality.

~ CHAPTER SIX ~

Try vs. Result Orientation

When I speak with clients who talk about the man that they want to marry, they frequently tell me they like a man to be financially independent. They don't necessarily think that he has to make millions, but they would like to feel some sense of financial security. In addition, they'd also like to know that the man is emotionally stable as well. They don't want to be with someone who is happy and upbeat one day and depressed and negative the next. They don't expect him to be able to meet all of their emotional needs.

Women want to know how they can find someone they can rely on. "What's the best way that I can tell if a man's going to be a good provider and if he's stable?" They ask. Or "Bob, how can I find a good man?" There is a way to predict future success. To describe this, let's delve into a man's emotional development.

Is He Try Oriented?

As a man begins to develop intellectually and physically during his teenage years, he also begins to acquire the ability to think abstractly. Teenagers are good at using reasoning skills. They practice on their parents by using

deductive reasoning to explain why they didn't do what was required of them. Parents simply call this "making excuses." As teenagers, their arguments and reasoning skills are now quite clever. One of the ways teenagers learn to manipulate their parents and other authority figures is to tell them how hard they tried to accomplish a task. When they don't get a project done, they emphasize the amount of effort they put into it. When they didn't show up on time for something, they will describe how hard they tried to get there on time. They'll point out all the things that happened to them to deter their timely arrival.

We've all done this because we want people to appreciate our efforts. Laziness isn't the reason we didn't accomplish something; it was because it was too hard! The parents of some teenage boys don't expect anything more than just trying. They think it's okay if the child just "tries" and they assume that somehow their son will grow into a responsible adult. They believe that if they give him enough love, attention, and admiration, he'll want to do good things, in spite of adversity. Sadly, this approach doesn't create the type of man you want as your partner. Ideally, a young man should undergo a transformation from being try-oriented to becoming result-oriented during his teenage years. That's the time when parents are supposed to shape the young man and teach him that just trying is not enough.

If a young man doesn't learn this, it will affect him as he gets older.

When he goes into a job, his boss isn't going to be interested in how hard he tried. His boss is going to ask him to do certain projects, and he's going to expect that those jobs get done. In fact, he's willing to pay the man for

those things to get done. He's not interested in paying him for how hard he tried. As this young man grows older and gets into a relationship, he's supposed to make certain promises to a woman—that he'll be faithful to her, that he won't lie, that he will pledge his allegiance to her. If all he does is just “try,” he has a built in excuse for failure.

There are lots of men who never learn this principle.

If this skill is so critical, why is it that so many women tend to miss this important characteristic? The main reason why is because women tend to put a lot of emphasis on a man's sincerity. These women want a man to be result oriented, but they fall in love with his potential, not his actions. When he explains why he didn't get something done and goes into all the details, he seems so convincing and she finds it hard to hold him accountable. If they refused to accept his excuse for failure, they would feel as though they were being mean. Some men accuse women of being insensitive, cold or a dreaded b-i-t-c-h. Men emphasize their intentions with such phrases as, “I didn't mean to do that” or “That wasn't my intention.” He may be truthful, or he may merely be making excuses. When evaluating a man early on in a dating relationship or if you see him in certain social situations and you want to learn about his long-term potential towards being able to provide security, financially or emotionally, or both, don't judge a man by how charming he is.

When evaluating a man early on in a dating relationship or if you see him in certain social situations and you want to learn about his long-term potential towards being able to provide security, financially or emotionally, or both, don't judge a man by how charming he is.

Instead - Look For Results

Don't make the mistake of thinking an intense attraction indicates how responsible he'll be in a relationship. What you want to look for instead is how often a man does what he says he's going to do. How often does he achieve his goal? It can be from small things like showing up on time, to big things such as completing major projects. Men who are result-oriented often don't promise a lot of things. This means if you want him to do something that he can't do; he won't promise you that he'll complete your request simply to avoid a conflict. He may argue or disagree with you, because he isn't going to agree to something unless he can fulfill what he promises.


It may be frustrating that he might not do everything you want him to do, but you'll always be able to count on his word. A man who's result-oriented is less likely to cheat on you. He doesn't quit when things get difficult. He doesn't avoid confrontation nearly as much as someone that just tries hard. A man who's result-oriented views his relationship as an investment. Once he's invested in a woman, he really doesn't know how to quit. From his perspective, you try and try until you succeed. You don't simply hope that the relationship survives. I am not saying that there are not some circumstances where just trying is enough. There may be times when he takes on a project that was probably doomed from the beginning, and he gave it his all but he couldn't do it. Some tasks are truly impossible to complete. Consider if he completes what he says he's going to do 90-95% of the time. That is a good ratio.

However, if you allow him to simply get away with just trying, you're going to be frustrated and, in time, he's going to break your heart. He may truly mean what he's saying in the moment he makes a promise. He really is sorry for not picking up your son from his activity. He really did try hard to get a job and you should understand that. When he says he's sorry for cursing you in public in front of your friends, he really is sorry. The problem is that it's too easy to say you're sorry. Men who are try oriented give women the hope, with each apology or excuse, that THIS TIME he's going to change. In the woman's mind she believes that she can tell by the sound of his voice and the sincerity of his words that he truly understands how upset she is with his lack of follow through.

While it's easy to be gracious to a man who is apologizing, it often isn't helpful unless you demand and expect more. All his excuses for not accomplishing what he promised will never equal the majesty that doing what he promised does. Every woman who ends up married to a results oriented man knows the comfort, protection and joy that only such a man can inspire.

~ CHAPTER SEVEN ~

Men Think A Relationship Should Be Magic

 Men think relationships should be effortless. For as logical as men portray themselves to be, when it comes to relationships, they're actually more emotional than women. He doesn't want to spend a lot of time going over what makes a successful relationship. In his mind, a relationship is either good or it's not. It either works or it doesn't. He's either attracted to you or he's not. I realize that those are simplistic, black and white terms, yet that is how most men think when it comes to dating and love. Most women have had an experience with a man where she's tried to explain the subtleties of a relationship. She believes that if he could simply understand what makes her happy, and the dynamics that go into a loving and wonderful relationship, then perhaps he'd be more inclined to do the things she desires.

Women's insights seem strange to men.

One of the phrases that does not make any sense to a man is when a woman says, "Let's work on our relationship." While that phrase makes sense to you and me, most men have no concept of what "working on a relationship" means. Their view of a relationship is similar to their approach in purchasing a home. You buy a house, and it's in good enough

shape that you shouldn't have to keep working on it. You may have to do a few things every now and then to keep it up, but you wouldn't need to work on a new house. If you did, that means the house was poorly built or poorly designed. Men tend to forget that relationships are fluid, that they change, and that they grow and expand depending on the effort and the time that you put into them.

This doesn't mean you should give up on the idea of improving your relationship. However, without understanding how he views relationships, you won't be able to accurately convey what you want him to understand. Another woman will understand what you're saying, but not your man. If you use terminology like "let's work on the relationship," "let's communicate better," or "let's talk about issues," you're likely going to overwhelm him with words. Men don't use that kind of language when they talk with other men. If you go to a sporting event, you'll never hear those words. You'll hear simplistic things such as, "How's it going?" and the common response is, "fine," or "okay." Brevity of words is considered to be an asset in the male species.

Yet deep in every man's heart, there is a desire for intimacy.

Unless a man has strong addictive tendencies and a self-destructive nature, being close with a woman has great appeal. However, many men don't know how to achieve this, which is where your feelings come into play. What makes a man inspired to work on a relationship is not having those things explained to him. What inspires him is simply what works and what doesn't work. When he does certain things and he gets a response from you that he likes, he's much more likely to repeat those actions again.


The truth is, when you really like something he does, he'll need to see and feel your reaction. He'll need to feel as though he has made you happy.

Positive actions such as showing up on time, doing nice things for you, or offering compliments should produce a gesture of gratitude from you. When he doesn't get the response he wants, he tends to think that action wasn't very valuable. It's

not enough that you happen to like what he did. If he doesn't feel like you liked it, and I chose the word feel for a reason, then he's not going to repeat it. Even though men don't process a lot of things, or describe things by how they feel, they are motivated by feelings just like women are. In fact, feelings in men are a bigger motivator than logic. Oftentimes women hold back how they feel from a man. They fear being accused of exaggerating their feelings in order to be manipulative. The truth is, when you really like something he does, he'll need to see and feel your reaction. He'll need to feel as though he has made you happy. It'll be a source of pride for him. This lets him feel proud about his relationship, and keeps him trying to feel satisfied by doing things that make you happy. He'll work on pleasing you, all the while getting what he wants.

~ CHAPTER EIGHT ~

What Type of Problem Is It - Insight or Motivation?

ore women fall victim to this method of interpreting a man's intentions than anything else. In fact, men have perfected this technique for decades, and it still continues to be effective. Until women change their ways, men are likely to continue to use this. It's so effective that most men won't even admit to you what I'm about to share. When it comes to problems, men understand very clearly that if they can act as though they don't understand something, women will become so frustrated in trying to explain the problem that they eventually give up.

Let's go over how this works. There are two basic types of problems. One is a motivation problem, and one is an insight problem. Men know that most women are prone toward being empathetic. Since they are more in touch with their feelings than men are, they're more likely to be able to feel the pain that somebody else is experiencing. Because of this empathy, women tend to give someone the benefit of the doubt, especially if it's someone that they love. A woman in love is likely to assume that her man simply didn't understand her point of view, or perhaps she wasn't clear enough and didn't adequately explain what she wanted. Often women will assume that their man simply did not understand, or that understanding is the same as agreeing with her.

Understanding Is Not The Same As Agreeing

A man can understand exactly what you're saying and still not want to do what you're requesting of him, even if he loves you. Men are less likely to feel guilty if they do not do everything you ask of them. This is because men are a bit less empathetic. Remember, men, in general, have no trouble putting their heart first. They just assume that if they don't want to do something, they won't do it. When a man understands what a woman's requesting of him and doesn't want to do it, it's because he's not motivated to do so. He doesn't feel the sense of urgency that a woman might feel. He doesn't believe that what she wants is necessary. For this reason, all of her explanations are often meaningless to him. She'll talk about why they need to go somewhere, or how critical it is that they do something. Either a brave (or foolish) man might respond, "I don't care." Any man who's ever uttered that statement knows the response is often, "Oh, so you don't care about me?" This is not what he meant, assuming he's not just trying to punish her for something she did before.

What he means is that he doesn't really care about the specific thing the woman is interested in, because he's not motivated. Because he's not as empathetic as she is, he doesn't believe that he should give into what she wants simply because he loves

When you want to persuade a man, it's very critical that you are able to distinguish whether you are dealing with an understanding problem or a motivation problem.

her. His motivation is not the same as it would be for a woman. When you want to persuade a man, it's very critical that you are able to distinguish whether you are dealing with an understanding problem or a motivation problem. Is the real reason he doesn't want to go with you to the ballet because he doesn't understand the beauty of the dancers? Is it likely that he doesn't want to go shopping with you simply because he is not aware of the joy that awaits him going from one store to another, purchasing and trying on items? The obvious answer is no. But so often, women fall into the trap of believing that if they can just prove their point, he'll simply understand, and do what they want.

When you provide all the extra details, you come across as a lawyer trying to argue your point. You've turned it into a competition with him. Being factual and presenting your case in a logical manner is helpful in some circumstances, but that alone has nothing to do with motivation. Motivation is about tapping into someone else's feelings. You cannot motivate someone unless they can feel why something is important. If you find yourself getting into a debate, the best thing to do is to stop. While a debate can make you feel good that you've proven your point, you're rarely going to get your way. If you're dealing with a motivation problem, and you have to access a man's feelings, you need to first ask if it is possible to motivate him. You may think that motivating a nurturing man is easy, but be careful. Men who nurture do like to accommodate their woman, but they tend to want to please their woman in ways that make them feel better about themselves. Things such as washing her car, doing the laundry, or even talking about feelings are things that might make a nurture-oriented man feel that he is giving to a woman. When I talk about motivation, I

am talking about a problem or area that a man doesn't view as important. There are some areas in which you simply won't be able to motivate your man. You're not going to be able to make most men feel a sense of urgency about cleaning the house. (I realize that's a stereotype.) You're also not going to be able to convince him to do things if he doesn't have an emotional attachment to the task. The best way to motivate a man is to allow him to experience pain. This runs contradictory to what most women want to do. Women don't like to inflict pain or allow someone they love to experience it. In fact, women like to take pain away. Yet, pain is the greatest motivator that a man can experience. Men will do almost anything to avoid pain.

There probably won't be a lot of things that you're willing to let him experience pain for in order to get what you want. Most things are probably not going to be worth the effort. But, if a man is an alcoholic and has violent outbursts, he may not be motivated to stop drinking. In that case, instead of explaining to the man why he should stop, a woman should give him an ultimatum of what will happen if he doesn't stop, even if that means leaving him. You may be tempted to avoid this route lest you come across as "mean," but it's really not mean. It may seem extreme, but motivation depends on the man. The man determines how much pain he needs to motivate him, or in some cases how much pleasure. To properly motivate him for lack of motivation, you have to do whatever it takes and whatever you're willing to do. If you're not willing to do whatever it takes, it won't work.

Insight problems are easy. You just fill in the blank. You tell someone the

answer to the puzzle. Problem solved. Motivation problems are much more difficult. You'll find that most problems between a man and a woman are going to be motivation problems, not insight problems. When a man is properly motivated, he will do pretty much whatever it takes to solve the problem. Simply telling him that he should be motivated won't change anything. The next time you get in a disagreement, make it a point to look and to listen. Ask yourself this question, "Does he really not understand?" Don't ask yourself why he's doing it. If you really don't think it's an understanding problem because you've explained the issue quite clearly, then the answer is simple. You're dealing with a motivation problem. It is up to you to determine what it is that will motivate him to do what you want him to do. Women who understand this are very effective at motivating men towards the things that are important to them.

~ CHAPTER NINE ~

Do Men Like Freedom?



Yes, men do like freedom. Yet, the reality is that even with their love of freedom; nearly every man alive will get married at some point in their lifetime. The reason for this is that too much freedom leads to loneliness. Some men discover this early on in life in their 20s, while others don't come to this realization until they are in their 40s or 50s. Men tend to associate power and independence with freedom. If a man's greatest fear is to be dominated, to be powerless, then freedom for him represents a certain degree of safety. As some men say, "When I'm free, no one can mess with me. No one can harm me. No one can make me do things." When women are told this, their usual response is, "I don't want to hurt him. I don't want to dominate him. I just want to help him."

Your perception of what's helpful to him isn't always going to be the same as his perception of what is helpful. You may clearly see that the way he dresses or his poor work habits could be something that he could easily improve upon. However, if he doesn't see it, and he doesn't feel it, no matter how logical or rational you are, he's going to feel as though you're trying to impose your will on him. Basically he's going to feel like you're his mother. Now most women cringe at the idea of a man viewing her as his

mother. Yet, at the same time, she sees things that need to be improved. Helping those she loves is how a woman creates intimacy; especially with the man she loves. Since we know that men can only handle so much emotional closeness, getting a man not to value his freedom over intimacy will require some desensitizing. A woman is going to have to slowly, methodically, gradually introduce him to the idea that freedom is overrated in relationships.

Instead of trying to convince a man how free he is, that there are really no restrictions on him, it's actually helpful if a woman agrees with her man. "Yes, in this relationship, you're not completely free. In fact, if you want me to say it, you're actually in somewhat of a cage. But it's a lovely cage. It's a cage that you can leave whenever you want to. It is also a cage that you walked into, and in fact, I think you'll rather like it." Just because you don't view it that way, doesn't mean that he doesn't see it that way. Remember, getting him to agree with your point of view means it's not enough to prove it to him.

You have to make him feel it.

If he doesn't feel a sense of urgency to make the changes that you see, he's not going to. If he doesn't feel the benefits of staying in a relationship and getting close to you, then proving to him why he should becomes useless. This is why it's important for a woman not to get into a power struggle with a man. The three categories of power struggles are accepting, tolerating, and rejecting. Dr. Patricia Allen first coined these definitions in her wonderful book, "Getting To I Do."

Option #1 - Accept the Behavior - This means that whatever someone's doing, you decide that the effort and cost of changing the behavior is not worth the effort. While the behavior may bother you at times, it's not worth doing whatever it takes to alter it. You just accept they're going to be that way. That may mean that he shows up 5 minutes late at times, that he sometimes leaves his dirty socks on the floor, or that he might not always remember to buy you a birthday gift.

If you're not able to accept about 80-90% of the things that you find might get on your nerves a little bit in a relationship, you're going to struggle in your attempts to have a man stay engaged with you emotionally.

Option #2 - Rejection- Rejecting is when you do whatever it takes to end the behavior. Rejecting is a very powerful thing. You may not know exactly what to do, but you'll keep trying until you have a resolution. An example of this might be if a man was threatening to you. Hopefully, if he were physically threatening to you, you'd do whatever it takes to stop or remove the threat. This might mean calling the police, leaving if you're married, or breaking up with him if he's a boyfriend. With rejection, it's not that you want to do these things. It's that his actions require it.

Let's imagine that you get angry and I say something that you don't like. You get so upset that you jump up and you start pounding your first on the walls of my office. You start putting holes in my wall! You're out of control. I suppose I could tackle you, but I'm not going to do that. In fact, besides being shocked, I don't have much of a choice except to call the police. I don't want to call the police. That would be embarrassing. What would the other tenants in my building think? It would just be incredibly unpleasant. I would feel bad.

Still, you're punching holes in my wall. I don't know what else to do. Me saying, "Please stop. I really mean it. You need to stop," isn't working. In the rejection category of a power struggle, you may not know exactly what to do. You have to keep trying different things until the offensive behavior stops, even if that means ending the relationship with your partner or spouse.

As you can tell by this definition, you there shouldn't be many behaviors that you're going to reject. The rule of thumb in this category is, "I'm not going to bring up that behavior that I want changed, unless I'm willing to follow it through all the way." If he was hitting you or if he was having an affair, it would be worth doing whatever is required to stop those aforementioned behaviors. Most things would not.

Option #3 -Tolerating-- The third category is tolerating. Tolerating is the worst. Tolerating is where people bring up something that bothers them, they talk about how it bothers them, or they give subtle or not so subtle hints. A person might say, "Why did you do something like that?" "Why didn't you pick me up when you know that I like to be here on time?" "What were you thinking when you said that to my friend?"

The person tolerating the behavior may argue, but he or she doesn't come up with a consequence. There are things that bother the tolerator, but they don't want to come across as mean, so they don't give an ultimatum. They just want their partner to know that they're upset.

If you're going to criticize something a man does, you need to come up with a consequence for his actions. Otherwise, you simply share how it

makes you feel when he does something that upsets you. If he interrupts you and you are someone who can't stand to be interrupted, you might say, "It makes me feel a little insulted when you interrupt me." Sometimes a man may not realize he's doing something that offends you.

If he continues to interrupt you, then you have to decide if you are going to accept this behavior, or if you are going to reject it? What you cannot do is tolerate the offensive behavior. You simply cannot bring it up or hint and hope that he gets it. Believe me, he gets it. He just may not be as motivated to change it as you are.

Even when in a relationship, he will need to feel that he's in control. It doesn't mean complete control of you, but that he has his own ideas, his own identity. The way to make him feel this and still have an influence is

Even when in a relationship, he will need to feel that he's in control. It doesn't mean complete control of you, but that he has his own ideas, his own identity. The way to make him feel this and still have an influence is simply to create distance.

simply to create distance. Once he pulls away emotionally, you need to pull away. Once a man reaches a certain amount of emotional distance, that's when he's likely to come back.

I realize this isn't fair. What a man is thinking is that he's overwhelmed with emotion.

Men cope with being overwhelmed by isolating; trying to turn their overwhelming feelings into a problem to be solved, and they need to do that on their own. Women can deal with this by creating emotional distance. They do something to take care of themselves; see friends, read,

or engage in another activity. In doing so, they hearken his emotional return much quicker.

If you're overwhelmed with something, you don't always have to wait for him to be available. You want to train him to be emotionally dependent on you. This is why marriage is so good



for men. It really helps them take down their emotional walls. It's like desensitizing. It's gradual. He can't do it right away, but over time it is possible.

While men want freedom, they crave closeness just as much. If men really craved freedom as much as they proclaim, they would never get married. They would never sign up to be with someone the rest of their lives. Men crave intimacy just as much as they crave freedom. It takes men longer to get to that point than it does women. A woman must navigate his fear of being dominated. If she's willing to take her time and create emotional dependency, then he won't mind being emotionally dependent on her. He won't mind her winning. He just needs to feel as though it was his choice.

So as I say that, it might not seem fair. You can choose between what's fair or you can choose between getting what you want. However, you can't choose both.

~ CHAPTER TEN ~

The Man to Avoid - Mr. Bulletproof



If I asked a group of women what kind of man should be avoided, they'd likely say many of the same things. You shouldn't date a man who's an alcoholic and dating or marrying someone who's unfaithful is certainly out of the question. If I pressed them further, I would get answers like a man with a temper should be avoided. Someone who doesn't have a good work habit or is just plain lazy wouldn't be a good mate either. Some women might add, "I don't want to be with someone who doesn't like kids or animals."

To most women, it's fairly obvious that you shouldn't end up in a relationship with someone who has addictive tendencies or who displays a certain cruelty or indifference to animals or children. However, that's not the type of man that causes women the most problems.

The worst relationship prospect is the man who appears stable and secure on the outside, but on the inside is actually terribly insecure. For a lot of women, this type of man presents a challenge. Early on in the relationship, he is charming,

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magnanimous, gracious, and completely into her, and she assumes that this is the real person. Once his insecurities surface, and his selfishness comes out, his lack of patience becomes apparent, and he shows intolerance for her moods or her insecurities. She just assumes that this is an aberration by telling herself, “It’s not really who he is. It’s just a bad habit, something that can be fixed fairly easily.” She focuses on the good part and minimizes the deficits.

Now, that definition could easily apply to most men. So let me be more specific as to what I’m talking about. When a man is powerful or very competent in certain areas, especially if he’s young (under 45), that confidence gives him a sense of being bulletproof. More specifically, he doesn’t think he has to be vulnerable in a relationship.

An example of this would be a physician. The amount of effort, time, sacrifice, drive and money it takes to become a medical doctor is tremendous. Because of this, he might feel that he’s sacrificed so much to get where he is today, that not much should be required of him in a relationship.

Professional athletes often have this same tendency. The drive, the determination, the sacrifices that they have made to get to the top of their game might make them feel as if they shouldn’t have to work that hard in a relationship.

Prior to his third marriage, Donald Trump said, “There are some women that are high maintenance, and some women that are low maintenance. I want a woman with no maintenance.” This is exactly the characteristic I’m

talking about. His accomplishments and power make him feel entitled, as if a woman is lucky to be with him. It's almost as if he thinks he's doing her a favor. This type of man has difficulty committing to a relationship, and in many instances, remaining faithful once he does commit.



Does this mean that a woman should avoid any successful man? No. What it means is that if you understand that powerful men are prone toward this kind of thinking, then you will not assume that just because you're dating him or marry him, that those tendencies are going to go away. They won't. It's going to

take longer to shape this type of man than it would a man who started out struggling and grew successful with you at his side.

This type of man is the hardest for a woman to practice self-control with, because his power is intoxicating. It makes a woman want to surrender. When he's motivated, he is captivating. He makes a woman want to please him. It is hard to remind yourself, but critical, that what he needs is for you to practice self-discipline. The greater the essence of power that he projects, the more likely he hides the same amount of insecurity on the inside. Here's the reason for that. What you'll commonly find in people's lives is when they excel at something—and I mean something that they worked at, not just something that they've been good at since they were a child—they've usually done it to overcome something. If you talk with

most physicians, you'll find in their life either they were afflicted with an illness when they were a child or someone they knew was very sick. It may have been their desire to master illness that made them strive to become physicians.

You'll find this with therapists as well. They've either been through some type of trauma or they've known someone who has been through some type of emotional trauma. They want to master the secrets of their emotional life. For those famous individuals who love projecting knowledge, expertise, or celebrity status, if you look inside, you'll likely find that they're insecure about being a nobody or being powerless. Look at what someone has worked very hard to accomplish, try to imagine the opposite of that, and you'll find what they fear the most. This is especially true of men. So what does a powerful man fear the most?

He Fears Being Out of Control

The fear is there despite what he may tell you. His core need is for someone to shape him, not take him too seriously, and give in to his requests simply because he's acting powerful. What happens so often with women is they don't want to lose a man. They don't want to upset him. If that's the case, you're making a mistake. Being too accommodating with a powerful man is almost a guaranteed way to lose him. That's why this type man is often not a good long-term partner for marriage. Date him if you must, but unless you have the ability to invest years in training him, and unless he's willing to be influenced, you are likely going to have an unsatisfying relationship.

I would say the same thing to my male clients who only want to date or marry someone who's strikingly gorgeous. I would have a similar type of response for those men. I would say, "That's great. She looks fantastic. Yes, her body is fantastic. Her smile could mesmerize a nation. Yet underneath her smile lies insecurity. If everyone doesn't look at her and tell her how pretty she is, then she fears that something is wrong." Do you have the patience not to accommodate this type of woman when she throws a temper tantrum or when she threatens to leave you?" To be honest, most men don't.

If you are attracted to this type of man and want to pursue him, remind yourself of what his motivations and needs truly are. Remember that he's not likely to be patient or emotionally nurturing with you when he's in a bad mood. He might change over time, but it's going to take much longer than you'd like. Don't make the mistake of thinking that you have the magic to make him change quickly because you're pretty enough or nice enough. No woman has that kind of power over this kind of man.

His Past Does Matter

The United States Government's Federal Bureau of Investigators, the FBI, teaches that the best indicator of someone's future behavior is past behavior. In relationships, oftentimes people act as though that isn't true. People tend to think that their circumstances are different, and that their relationship is immune to that rule. This sort of generalization that the FBI would make doesn't apply to them, because the FBI doesn't understand the details between them and their partner.

As a therapist of 20 years, I will tell you that a man's past is a critical way to predict what he is likely to do in the future. In fact, this is one of the reasons why therapists are so interested in someone's past. There may have been stressful or traumatic events in one's life. Trauma is not necessarily abuse, but rather it is an incident where an individual feels as though they were slighted or wronged and they feel injured because of it. This can be anything from being teased by one's brothers and sisters as a child, being made fun of at school, or dealing with an overly harsh parent. Again, these things aren't necessarily abusive. They don't produce a life where someone's not able to function in society or prohibits him/her from having a relationship. What they do is they cause the individual to develop coping mechanisms to deal with the trauma.

When a child encounters things that are traumatic or hurtful, the brain comes up with solutions or beliefs to combat these situations. In the case where a boy is picked on a lot growing up, he might cope by becoming angry and fighting back every time someone picked on him or made fun of him. Another young boy might take those same circumstances, but his way of coping would be to become shy and reclusive. He might accept the teasing and not fight back at all. Neither response is right or wrong. The boys' actions do, however, give us an indicator of how he is going to handle conflict as a man. His ways of handling conflict or coping with trauma are called his coping skills. All of us have coping skills. Coping skills are what keep you and me from losing our mind and going insane. Coping skills enable us to perform our job or to have an argument or disagreement while under stress and not kill someone. Coping skills are a good thing. The problem is when someone develops coping skills as a child that are

extremely powerful and effective at keeping him/her safe, those skills can end up damaging adult relationships if the individual continues to rely on them.

Fred was picked on a lot as a child and harshly teased. It was painful for him. If he didn't have a good, emotional connection with his parents, someone that either could make him feel protected or help empathize with what he was going through, he would have had to have found a way to survive emotionally. So Fred chose to become a fighter. Children often come up with unconscious promises. Fred may sit down one day and say, "I am never going to let anyone take advantage of me." Over time, this belief grew stronger in Fred's mind. It became Fred's coping skill. If anyone teases him too much, makes fun of him, or picks a fight, Fred fights back. In his mind, he's had enough of being picked on. As Fred grows older, children tend to tease less, there are less fist fights and less bullying, and by the time Fred is 25 or 30 years old, he doesn't get in fist fights anymore. Now people describe him as competitive. His childhood coping skill isn't something that he outgrows. Unless that coping skill is specifically addressed and there are specific efforts to change it, it remains just as strong as when it was developed.

When Fred gets into a relationship, it feels good at first. He feels enchanted by a specific woman. Eventually a disagreement occurs and Fred feels as though she's picking on him. It doesn't matter that she isn't. It doesn't matter that she's not the same as the kids that picked on him when he was little. It's the same feeling that gets stirred up. Every time that feeling gets stirred up, his coping skill kicks in to defend him. Later on he might say,

“I don’t know why I overreacted. I don’t know why I screamed at her. I just don’t know why.”

Well, now you know why. Oftentimes, the woman is left wondering, “What did I do wrong?” Perhaps she did do something wrong. Perhaps she interrupted him. Or maybe she showed up late or was disrespectful to him. Regardless, Fred’s reaction was disproportionate to her action. If she was a few minutes late and Fred said, “I’m annoyed at you,” or, “It’s rude when you’re late,” that would be appropriate. That is not how Fred conditioned himself to act, however. His partner was a few minutes late, and when she walked in he screamed at her, “You don’t respect me, and you’re a terrible wife! I can’t believe I married you!” That reaction was far too strong for what she did.

When someone seriously overreacts, it’s often because a childhood coping skill is kicking in.

The specific coping skill doesn’t always identify itself. It’s not like the person’s going to tell you, “This is my coping skill kicking in right now. Please don’t take it too seriously.” It’d be great if that happened, but no one does that. This is one of the differences between therapists and coaches. Coaches focus on the present and often say, “We don’t care about your past.” Well, as a therapist, I will tell you; I care a lot about a person’s past. I am not so much interested in all the specifics of what happened to him, but I am interested in how he has learned to cope with what he has experienced.

There are two critical things when it comes to a man's past. First, is his particular coping skill something that you can live with? Secondly, how aware is he of those coping skills, and what is he doing about it?

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A man's way of coping might be raising his voice when he's angry. Some women have no tolerance for a man raising his voice. This isn't necessarily good or bad. It's a simple fact that some people just don't like raising their voice or being yelled at, and will not put up with a partner who does so. If they're dating or about to marry someone who tends to yell when upset, and you abhor yelling, it's a bad fit. If a woman is very sensitive toward being yelled at, and the man in her life is very prone toward it, even if he raises his voice a small amount, it will seem as if he is yelling at her.

The other end of the spectrum is the woman who can't stand to be ignored. She just can't stand it. She'd rather someone argues with her or fusses with her than ignores her. "Let's at least fight this out or discuss this," she'd say, "At least tell me you're angry. Don't ignore me, no matter what you do." Some men don't raise their voices or argue. To them, it feels out of control. Perhaps they had someone who was really mean to them growing up. They swore they were never going to be ugly to someone. When this man gets upset, he gets quiet for a while, and might ignore his partner. This can be a bad fit too. Even if this man works really hard at expressing his feelings, he's never going to discuss things to the degree that she would like. He's always going to have a tendency to shut down and be quiet when

he gets overwhelmed. That isn't going to be a good fit. Knowing yourself is a good way of determining if a man's coping skills are something that you can live with.



The second question, as mentioned above, was “What’s the man doing about his coping mechanism, and is he even aware of it?” A man might say, “I have a temper and I’m working on it. I realize I do. When I get upset, sometimes I yell. In fact, sometimes I actually call names. I’ve got to tell you, I’ve been working on this for a while. Even though it’s hard, I want you to know I’m going to keep working on it.” If his actions match what he’s saying, if he really is working on this


issue, then when he gets upset, you will notice him trying to overcome his temper. He not only apologizes when he has an outburst, but he’s willing to sit with you if you’re upset. That’s actually a relationship that’s quite workable. I would even go so far as to say that if it was an alcoholic and he was working on behavior by doing things such as participating in ongoing counseling, he has had an extended period of sobriety, he’s aware of the things he struggles with, and he’s making consistent progress with them, that could be okay. That’s someone that actually can have a good relationship.

Conversely, if a man says “I don’t have a temper,” and yet he’s displaying his temper constantly, there is a problem. Or maybe he says, “I don’t have a drinking problem,” and he drinks every night of the week. That is a red flag. It’s imperative that you pay attention to these actions and habits. What you’re seeing is that his coping skill is to deny things. His childhood coping skill is to pretend stuff doesn’t exist. His coping mechanism won’t disappear when you marry him. Just because you’re pretty or kind won’t make a man stop using his coping skills. No woman has that kind of power. A woman can help a man who’s working toward something. She cannot make him do something that he refuses to do. If you don’t have some semblance of a man’s past and you don’t have some idea of his coping skills, then your chances for a successful relationship and a wonderful marriage are very low.

You don’t have to be a therapist, but you cannot pretend that his past doesn’t matter. You can’t ignore the way he’s learned to cope with it. If you’re with him long enough, you will experience it. Simply telling him your needs isn’t going to be enough to change his coping skills.

~ CHAPTER ELEVEN ~

Character is More Important than Chemistry

ou've heard me say it. You've heard other experts talk about it too. In fact, even your parents probably relayed this to you—you need to be with a good man. You need to be with someone who will treat you well. Women may consider a man who is good or nice to be boring. A lot of times, women don't want to admit this out loud, because it makes them feel shallow or superficial. They don't want anyone to think that all they care about is looks or prestige. Still, being in a boring relationship is probably one of the worst fears women have. When your relationship is boring, it feels as though you're trapped and you're stuck. There's no excitement to offset it. At least if you're in a relationship with someone who's mean, as bad as that is, when it's good, it's usually very good.

When a woman hears this, she may say, “You are right. I know I should better. That's what I want, a man who is good to me and worthwhile of my time.” At the moment, they're usually being rational and logical, and they often times mean what they say. One of the biggest things that determines what most people do-- and especially women-- is their feelings. Let me try putting this another way. Most women place an inordinate amount of emphasis on their impulsive feelings when it comes to making

decisions in relationships. When they feel something intensely, they tend to assume that it's an accurate thing.

When a woman feels a strong connection with a man, she makes the assumption that because it feels so wonderful and is so strong, that he is a good man to be with. The reality is that those type feelings are not always the best indicator of a man's potential, or how good a relationship is likely to turn out. We tend to project our emotions onto the person with which

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we are smitten. So, if a man makes a woman **feel** exciting, she tends to **feel** as though he's making her excited and that he's also going to be a really nice guy. He's going to be a good provider and really patient with children. He is going to love being married. Because she feels so strongly, she tends to make this fatal

mistake of equating intensity with what is actually true. It's easy to assume that the more intensely you feel something, the truer it is. Falling into that trap causes bad relationship decisions more frequently than anything else. From your brain's point of view, intense feelings and infatuation are a lot like being on cocaine or another very powerful drug.

Some of the popular psychology magazines like Psychology Today have studied people's brains when they're in love and they found that the in-

love brain lights up like a Christmas tree. The brain is full of much more activity than normal when a person is in love. When your brain's like that, it doesn't make the best decisions. As a woman, you should realize that the more intensely you feel something, the more likely you are to project. That doesn't mean that you should automatically reject a person you have a strong attraction towards. What it means is that if you have intense feelings for someone, you should remind yourself to take the relationship slowly.

What happens when a woman doesn't do this? Most of the time, she sleeps with the guy and bonds with him emotionally. While she's bonding with him, most of the time he's not bonding with her. Then the relationship starts to fall apart. She interpreted that the relationship was deeper and more lasting than he did. Over the past 20 years, I've had more phone calls than I can count from women who've had that exact same scenario. In fact, when I wrote, *How Do I Get Him Back*, I wrote it specifically because I got so many questions around getting back a lost boyfriend, husband, or lover. In most cases, these women had undergone a similar situation. They had had sex too soon in a relationship, and this had caused them to bond with the man too quickly. The story is almost always the same. "We were going out. It was going well," a woman cries, "I slept with him. Now we broke up." My staff and I have heard it hundreds of times at my office. The problem with intense emotions is that they are not the best indicator of what you're really going to want in a long-term relationship. Notice, I'm not saying what you should want. I'm saying what you really want.

Research shows that what you're going to want in a husband is going to

change throughout your marriage. Things that seem like they're critical now are not going to be as important as you're married to him 3 years, 6 years, 10 years and longer. I'll give you an example. Let's imagine Susan really fancies a man who's spontaneous. In fact, she loves this aspect of his personality. She loves spontaneous gifts. She loves the fact that he says, "Wow! Let's just get away on a vacation." That aspect of his personality is quite appealing to her. On a whim, Susan decides to marry the man that she's dating. They spontaneously decide to fly to Las Vegas and tie the knot. Even though she always wanted a more formal wedding, he seems so excited, so sure, and certain. She decides to go ahead with it. She marries him. Initially all is well. As the years go by, Susan realizes that once they have children, her husband isn't very interested in helping to care for the kids. To him, his role as a husband and a father is to contribute a certain amount of money to the relationship and to be faithful to his wife. When it's late at night and his children scream, he doesn't get up. He doesn't offer to help. This frustrates her. In her mind, that's what couples do. Now that she's married and has a child, what she values in a husband is someone to get up and helps her at night when the baby is crying or the child is sick. When she made her decision to marry, this thought never entered her mind. She just assumed that because he made her feel good that was always going to be enough. Now she's in a marriage where resentment is starting to build.

There's another woman, and we'll call her Cindy. Cindy really likes Mark. Mark is fun and likes to spend money on her. Cindy finds it fascinating. It makes her feel special. He takes her to expensive dinners. He arrives to pick her up in a fancy car. As Cindy dates him, he's fairly consistent

with how he spends money on her. In fact, he works hard. They have a great chemistry together and Cindy decides to marry him even though she wants other things in the relationship. She wants him to not only be able to spend money; she also wants him to be good at saving money. She hopes he'll be a good father. She put her faith in their chemistry and connection because she's afraid she'll never feel that connection with anyone else. She marries Mark. As the years go by, Mark does spend money on her. The problem is that Mark doesn't save. Now Cindy starts to get worried. She looks at her future. She views the relationship differently than she did when she was dating. Now she's around Mark most of the time, he comes home every night to her, they sleep in the same bed, and she doesn't quite feel the same level of chemistry, simply because of familiarity. They're around each other so much that it's hard to generate that excitement all the time.

While the familiarity is comforting to her, one of Cindy's core needs--the core need of almost every woman--begins to surface. She wants the security that comes from knowing that there's a nest egg of money in the bank or in investments. The chemistry she felt with Mark isn't as important to her now as financial security. Even though she thought of

Now that she's married, what she values has changed. She was so focused on the chemistry between them, that she ignored the fact that her needs would change throughout the marriage.

security when she was dating him, she convinced herself that as long as she felt chemistry with Mark that would override any of her other concerns. Now that she's married, what she values has changed. She was so

focused on the chemistry between them, that she ignored the fact that her needs would change throughout the marriage.

These stories are not the exception; they're the norm.

If you wait until you feel something before you make a decision, you're likely to make decisions based on how you feel about a man and not factor in what your needs are going to be in the future. Having 4 small children, I can tell you personally that one of the things that I have appreciated and valued and adored about my wife is when 3 of the kids were sick at night at the same time, she got up and took care of them when she knew that I had a full schedule of clients the next day. That act was priceless to me. Having a wife who is loyal like that, who was willing to make that sacrifice, that's something that I never would have really thought about when I was single.

Once you're married, those character qualities mean more than you might imagine. Character qualities are actually going to be more important to you than chemistry qualities. It's not that you can't have both. Certainly, you would want both. We're talking about putting them in perspective. Chemistry qualities are things that tend to diminish over time simply because of familiarity. Simply having chemistry with someone, or a good connection, or an intense feeling, early on is primarily based on projection. Chemistry is a wonderful thing to have, so long as your love interest also has admirable character qualities. If you focus on chemistry qualities and don't take the time in a relationship to discover what type of character qualities a man has, it's almost guaranteed that you're going to make a poor decision.

Do you know your tendencies? If you look back on your relationships, do you notice that you've made many decisions based on chemistry but ignored the qualities of character? Have you had a tendency to make assumptions simply based on how intensely you felt, or how charming he was? If you've done that, the antidote is really quite simple. I'm not saying it's easy, but it is simple to do. During the first 3-4 months of a new relationship, make sure the relationship goes *slow*. In fact, if you'll control the speed of the relationship during the first 3-4 months, a lot of character issues will come out with a man. If you control the speed of the relationship, he's going to get frustrated. He's going to be a little annoyed, because he can't see you as often as he likes, or be with you as frequently as his impulses tell him he wants to be.

By controlling the speed of the relationship, I mean limiting the amount of time that you let him spend with you, and talk with him over the phone. I mean you don't see him several times a week, even though you'd like to. You don't spend hours on the phone even though you'd like to. You can do that if you desire and it's probably going to make for good chemistry, but you're not going to find out about his character qualities if the relationship progresses too quickly.

If you insist on making decisions simply based on chemistry, you're not going to have good results with men. While you'll have a lot of short-term, perhaps even long-term relationships that are intense, intensity can be bad. When you marry, I promise you that the qualities that are going to mean the most to you are going to be character qualities. Is he kind? Is he patient? Is he a hard worker? Does he try to listen to you when he's upset?

Does he make efforts to work out a disagreement, or does he just lose his temper? Those things go much deeper than the chemistry between you.


When a man's feeling intensity, he may say things in the moment and really mean them for that moment, but his feelings can change once he stops feeling that intensity. Once those chemicals in his brain die down, and they will over time, he'll likely pull back. After a man feels really intensely, there's almost always a crash. That doesn't mean that there's anything wrong with the woman involved. It's just that men can only handle a certain amount of intensity in a given period of time.

~ CHAPTER TWELVE ~

Dating Tips

I Bet You Didn't Know

Tension is Your Friend

arly on in the relationship, one of the signs that each individual uses to evaluate whether the courtship has potential is how good the other person makes them feel. Do they find the individual attractive? Do they find him/her fun or easy to get along with? In general, was it an enjoyable experience? Once a person gets past the first date, the general expectation is that each date should be fulfilling, wonderful, and it should make an individual feel better.

During the first 2-6 dates, there's usually an adjustment period because one of the individuals is usually a little less interested than the other one is. It doesn't mean that they're not interested, just that one of the two isn't quite as certain. One may be coming out of a bad relationship, or perhaps there's just some quality about the other person that they're not quite sure about. The other person may be a little more quiet and reserved than they're used to dating. Perhaps the man didn't offer to pay for a particular date, and that makes the woman cautious. There can be a lot of reasons why one person's interest piques a little quicker than the other one.

When things don't go perfectly smooth or don't progress at a comfortable speed, it feels a bit uncomfortable. If the first date was great and the second date was even better, but the third date was something of a disappointment, it tends to cause each person to have a little bit of doubt. It makes them wonder if something's wrong, and it makes each individual wonder if he or she did something wrong. The typical response to this is for someone to try harder.

What do women tend to do?

They tend to want reassurance. They tend to want to make sure that they stay in contact with the guy. They might initiate phone calls. They might offer to do something for him. They might make suggestions. Even on the next date, they may overly emphasize what a wonderful time they've had. If they're feeling particularly vulnerable, they'll give into his advancement for sex, even if they're not quite certain where the relationship is headed.



You see, what all of these pleasing behaviors do are take the tension away. They destroy mystery and they make people feel good in the short run, but they undermine the foundation for a long-term relationship. What tension

does, especially in the early stages of dating, is reveal the character qualities of a man. Tension, your ability to withstand tension, and your ability to date and maintain that tension in a relationship, gives the connotation of value. Yet, by its very definition, tension is uncomfortable. Tension during the first 3 months of dating will get rid of all those men that simply want to have a friend with benefits, those who simply want to go out with someone and have sex casually but nothing more. Men like that will not tolerate tension.

Now I'm not talking about being a witch or acting ugly. The best way to define tension is to control the speed or progression of the relationship for the first 3-4 months of dating. Don't let him see you as much as he'd like. Don't spend as much time with him on the phone, texting, or e-mailing, as he would like. When you're with him, have a wonderful time. When you're on the phone, be charming.

Be dazzling. Be lovely. Don't overstay your welcome.

Oh, I know this isn't easy. I've had enough clients tell me, "Oh, that's hard." I agree. It is hard. It's also powerful. That's the choice every woman has to make. You can pick easy, or you can pick powerful, but you can't pick both. The way you allow a man to date you will set the tone for how he's going to treat you as a long-term girlfriend, a fiancée, or even a wife. The first 3-6 months of your dating interactions are where the majority of your value is determined with the man that you love. It's not that you can't change that once you're in a relationship with him. It's just harder. It's much easier to establish your value up front. If he doesn't call as frequently as you like and you feel that uncomfortable period, that's actually a good sign. If you're

feeling that kind of tension and you're wondering what he's doing that means he doesn't know what you're doing either. There's an emotional void for him as well.

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Women have what John Gray calls "small love tanks," which means they need to be reassured every few days that they're loved. If they don't get that reassurance, they begin to

doubt. They begin to wonder. It's not a weakness. It's in their design. Due to this, they assume that men need that same reassurance, or that men need to express it. Especially in the first couple of dates, a man may seem so certain and strong about his feelings. The woman may assume those feelings are going to continue. It's not true. Men do not have small love tanks like women do. In fact, men don't need as much reassurance. It often takes men longer to cross that threshold of when they're bonded with a woman.

Let's say that he's not calling you as often as you would like, and you resist the urge to call or text him. At that point, you are conveying the following message, "I'm expensive, and I don't chase men. I don't plead. I don't grasp for attention." In some ways, this behavior comes across as almost indifferent. Not indifferent in the sense that you're ugly and mean, but indifferent in a confident sense. I promise you that if you had a dozen men pursuing you and one of them didn't call you, you'd act indifferent just as I have described above.

Think about it this way. Think how you treat men that you're not interested in. The example I've used with clients and I've written about is the man who weighs 500 pounds. Most of you probably wouldn't be interested in him. It doesn't mean you'd be mean or ugly, but you certainly wouldn't encourage him. You'd be gracious, but distant. You'd talk to him, but not a whole lot, because you don't want him asking you to do something. This is the attitude that makes a man want to go out with you. You're a challenge. You're nice, but you're not easy. You certainly don't come across as overly eager.

If you're a woman who cannot handle any tension in a relationship, then you're likely going to struggle when it comes to dating the man that you've always wanted to be with. If you can't tolerate any tension, you'll come across as being needy and desperate. I'm not saying that that's what you are, but I do want to say that's what you will convey. Tension reveals what's inside a man's heart. If all a man wants to do is casually date women, there's only so much you can do about that. It's hard to change a man's character. In fact, without his permission, it's impossible. Being pretty, tall, or intelligent will not magically make a bad boy turn into someone wonderful.

Rather than trying to convert someone who isn't interested in being converted, what tension does is give the man an opportunity to pursue someone who's expensive. When a man has to work to capture a woman's heart, he naturally views her as more valuable. Value, in a man's eye, is determined by the amount of effort and time he has to spend to obtain the object of his desire. When he wins the woman of his choice through

prolonged attempts - he will view her as an expensive prize that he has captured. An expensive woman is the kind of the woman that men want to marry.

Men Need to Experience You

With the advent of the Internet and other digital technology in the last 5-10 years, it's become very easy for men and women to have conversations without having to have it face to face. It's quite possible to spend weeks and months talking to someone on the telephone halfway across the country or even halfway across the world. You can also converse with someone through text messages or through instant messaging online. All of these mediums are incredibly convenient.

The problem with them is that they are too convenient. One can reach out using one of these mediums whenever he or she wants. 1 o'clock in the morning, 5 o'clock in the morning, 3 o'clock in the afternoon—whenever the mood strikes. These devices also give people the ability to say or convey whatever they want without having to watch and see the recipient's expression. Sending an email when you're upset is much easier than confronting someone in person. With email, you get to say exactly what you want. You get to proofread it and retype it and do it again and again until the words in your estimation are exactly perfect. Then you push the send button, and you're done. Email is far less vulnerable than actually having a face to face interaction with that person.

Texting is even more convenient and instantaneous. The moment you

feel like sending a text message, you type it in and push send, and you're done. You don't have to worry about texting someone at the wrong time of night, because you know that they'll get it and respond to it whenever it is convenient for them to do so.

Convenience is not a good quality to have when it comes to dating. Convenience is nice once value has been established. Convenience, however; does not establish value.

First comes value; then comes convenience.

In your goal of establishing value, you should keep in mind that a man doesn't feel often, but when he does feel it is one of the biggest things that motivates his decisions. You want a man to feel you, not understand you. You want a man to feel you, not think about you a lot. Those two things may seem like the same thing, but they're really not. For a man to feel you, he has to experience you through one or more of his senses. The more of his senses that he experiences you through, the more powerful it will be. The primary sense is visual. Seeing you while interacting with you will have the biggest impact on a man. If he can hear you, smell the scent of your perfume, and feel the touch of your skin, the combination of these sensory stimulations will have more of an impact on him than the words you say to him.

The problem when you communicate largely via email is that he's not experiencing you. He's seeing the words that you've said. They may or may not upset him, or he may or may not think that the joke you sent him is humorous. Emailed communication is not going to affect his emotions

the same way as if you conveyed that message either in person or over the phone. Perhaps you say, “But all he likes to do is text.” Well, he very well may like to text, but if you comply with that you’re not bonding with him. More specifically – he is not bonding with you. In fact, you’re going down the path toward being a buddy and nothing more. I’ve used this before in other books that I’ve written, but it’s a great rule of thumb. Think of it this way—texting is for tasks. You use a text when you want to convey a task to someone, like “Would you pick up the milk?” Or, “What time will you be home?” There’s not a lot of emotion involved with these texts. They are simply factual questions.

Asking someone, “How do you feel about me?” is not a task. You’re asking them something emotional. It may feel safer to ask this over text messages, and again, it’s also convenient. However, he’s not going to feel it to the degree he would in person. If he’s a man who insists on texting, then that’s a red flag for a relationship. Men who insist on almost all or most of their interactions being texts are creating emotional distance with you. They may send the most emotional texts. Still, he’s not bonding with you like you’re bonding with him. He can text you, “I love you,” but that’s not the same as him saying it in person.

Let’s put it this way—would you want him to propose marriage to you in a text message? I didn’t think so. In fact, you’d be insulted. In the same way, I’m encouraging you not to feed into the easy habit of text messages, emails, and instant messages. Men like them because they’re convenient. You do not want to be the convenient girl, unless he’s someone in which you have no romantic interest.

“What do I do if the guy texts all the time?” my clients ask. I tell them to reply, “You know, I’m really not into texting, but I would love a phone call.” That’s a gracious way of steering a man into a certain direction. If he insists on texting all the time, then it’s a warning sign. If a man does not want to talk with you on the phone or spend time with you in person (long distance relationships notwithstanding), then you need to be cautious. He’s having some sort of hesitation. If you find that he’s hesitant, he’ll need to see that your conviction is stronger than his.

Get him away from texting and emailing by simply not responding as frequently as he would like. If he texts every 2 hours, take 6 hours to reply to it because you’re not the convenient girl. If he sends an email to you 2-3 times a day, respond to only one of those e-mails a day later, because you’re not the convenient girl. The convenient girl is not the woman that men view as special. They view her as nothing more than convenient. The convenient girl rarely, if ever, becomes the special girl. A man thinks about you often when he feels you. Unless he feels you and experiences you, he’s not going to think about you.

A Woman’s Worst Fear

Almost every woman has a fear that at some point in the relationship the man she has chosen will one day no longer be attracted to her or no longer find her desirable. Let me tell you how women begin cultivating this fear. In her late teenage years, all that most young ladies have to do is smile at a man or flirt with him and most men are eager to reply. At that age, most

men don't have a lot of money, and the thing they're interested in more than anything else is meeting girls. This gives young ladies a tremendous amount of power. They may be, at least in their minds, approaching the peak of their physical attractiveness. This pinnacle usually lasts throughout their 20s. During this same time period, men may be starting a career but usually have not established themselves that well and don't feel a sense of power. This gives women a tremendous amount of leverage.

Once they are in their early to mid thirties, men are usually more stable. Because of that, they have more options when it comes to women. A man who is 25 years old is most likely not going to be pursuing women that are 10 years younger than him. It's not appropriate, and in most parts of the world, it's illegal. On the other hand, a man who is 35 years old would easily consider a woman who is 10 years younger. As time goes on, women tend to lose more power and leverage.

Lori Gottlieb mentions this phenomenon in the book entitled "Marry Him." She interviewed various experts, countless women and couples and she documented a compelling case for the life transitions we just discussed. Her research has been common knowledge for generations of women. Surely, every woman has heard the phrase that her "biological clock is ticking?" I'd like to point out when you should be concerned, and when you shouldn't. Since a woman needs more reassurance than a man, she's going to have more doubts about a relationship from day to day than a man would. That's perfectly normal and to be expected. If a woman understands this about herself, then she's less likely to interpret those fears at face value or as intensely as they might seem at the moment. What a woman forgets

when she doubts is exactly what it takes for a man to choose a woman. On a first date, the man hasn't invested a whole lot. It's easy for him not to call back or not to pursue a second date if he's not interested, or if the first date went poorly. After 20 years of marriage, however, it's not so easy for a man to disengage. Men bond with a woman over time through a series of shared events and a series of shared feelings, both good and unpleasant.

Instead of trying to get a man to feel the most intense feelings toward you, a better way for him to bond with you is to share experiences. As he shares experiences with you, he is investing in you. If a 6-month-old relationship is progressing, even slowly, a man is not going to just wake up one day and leave you unless there was something wrong that has been building over time.

Men may claim, "I just woke up and realized I'm not into her." However, this isn't something that happens overnight. There was resentment or anger toward you that had been building but wasn't addressed. There were problems that weren't resolved. Week after week, month after month, those problems ate at him. The conflicts remained unresolved, until one

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day he decided he'd had enough. I can almost guarantee you that's what happens when a man falls out of love with a woman. While sometimes it may appear sudden, it's not.

Let's discuss how men view relationships, as unromantic as

it may seem. They view relationships in the same way as if they bought a piece of property, a home, or an automobile. It took a lot of effort to save the money and make the purchase, so it's not something he wants to get out of. If he did, it would convey to him that he made a mistake. Men do not like admitting to mistakes. It also takes emotional energy to get out of something that you've invested in. Men usually do not like to spend emotional energy unless they have to.


A man is not looking for a way to get out of something that he's chosen unless there's something that's obviously wrong with the relationship. Can you imagine if you were to ask your man, "Do you want to sell the house today? How are you feeling about the house? Do you still love the house today as much as you did when we first bought it?" If you insisted on asking for reassurance that you were going to stay in the house every 3-4 days, he'd scratch his head and ask what was wrong with you. More specifically, he would say, "I like the house, and I don't want to go anywhere until I tell you." Men don't fluctuate in their emotions like women do. Women often believe that men are constantly thinking. They are not. Men don't fall out of love with women unless there's a major problem.

You should be concerned if you and your boyfriend or husband have unresolved conflicts. I don't mean that you have to agree on everything. However, look out for disagreements that don't come to some sort of resolution. If you think he's rude all the time and he thinks you're whiny, and that conflict isn't resolved, over time he is likely to fall out of love with you because he doesn't feel that you respect him. You don't want to win every argument all the time while he loses. You also don't want to give in to everything he wants all the time. Either extreme is bad.

Unless there are problems that are unresolved, and there's resentment that's building up as a result, men don't usually want to get out of a relationship that they've invested so much time and effort to obtain. Men don't have doubts about their relationship as often as women do. Men don't need to reassure themselves every few days that the relationship they're in is worth it. The fear that women have of her man finding her unappealing is usually based on her assuming that he has the same doubts in his head that she does. In reality, generally men have fewer doubts about relationships than women do.

~ CHAPTER THIRTEEN ~

Don't Fall In Love Until...

 Do you think you know the best way to tell whether a man will be a good husband or not? Do you think that you're a good judge of character and that you can really tell his potential? What would you say if I could tell you that there was one thing that was the best predictor of how good of a husband a man will be? Would that interest you? Would that make a difference in how you dated and how you evaluated a man?

There is such a thing, but my guess is it's not what you've been told before. In fact, it's so simple that at times it gets overlooked. The very idea of it being a predictor for all other things in a marriage may seem like a huge stretch, but it's not. What's the best predictor of how good a man is going to be to you in marriage? The best way to find out is to watch and see

What's the best predictor of how good a man is going to be to you in marriage? The best way to find out is to watch and see what a man does when he gets angry.

what a man does when he gets angry. Now, I'm not talking about when he's annoyed, or when he's slightly irritated. I mean, how does he act when he's truly angry? Until you've seen a man angry, you don't know his capacity for intimacy.

Let me explain to you what anger is for a man. Men like power and need to feel like they're in control. They like the idea of not having a lot of emotions in their heads unless these emotions are pleasurable. Therefore, men do lots of things to avoid feeling out of control in any way. A man gets angry when he is feeling threatened for some reason. It may be an accumulation of things, from simply having one bad day after another at work. It may be something that's happened between the two of you. Or, it may be something that's happened between his boss, or perhaps even his friends.

Regardless of his reasons, anger is a primitive feeling for a man. A primitive feeling is something that can cause someone to do hurtful, destructive, cutting, or insulting things if the feelings are not disciplined. You want to see how he manages these feelings. A woman often judges a man by how wonderful he makes her feel. This is vitally important. His method for dealing with anger is equally important. While there isn't a right or wrong way to deal with anger, it needs to be a style that you are comfortable with.

If your goal is to find a man who never gets angry, you're going to end up with a man who has no passion. The only way for a man not to ever get angry is for him never to get close to you. If he gets close to you emotionally, you are going to make him angry at times. Does he yell when he gets angry? Is he someone who raises his voice? For some women, that's not a big deal. They grew up in a household like that. They're used to it. Perhaps their family is just really expressive and yelling is a form of expression they're comfortable with. In fact, they might tell you they

would rather have someone who yells rather than have someone who ignores them.

Other women would say, “I can’t stand to be with a yeller. I’ve got to have someone who’s more in control when he gets angry.” For them, they’d much prefer someone who gets quiet and more reserved when he gets angry. What’s most important is your awareness that you’re not going to know this until you experience it, especially with a particular man. You may think that you’re okay with someone who raises his voice. Or you may think it’s no big deal if he gets quiet for a couple of days. Don’t pretend that you know what it’s going to feel like until you experience it. It’s different with each man.

If you rush a relationship and especially if you marry a man before you’ve seen how he deals with anger, you most likely will have a very painful and troubled marriage. When a man gets angry, he’s thinking that someone is trying to hurt him. You can’t be rational with a male when he feels like that. Once he’s really angry, he relies on his self-discipline and the ways he’s learned to cope. There may be times where you can talk him out of being angry or can simply explain to him what you did, but how a man deals with his anger is something he learned before he ever met you. Regardless of your explanation, he feels that you or someone else is trying to hurt him.

Remember, between logic and feelings, logic never wins. Feelings are always more powerful than logic. Feelings need a lot of discipline at times so they don’t take over. So please don’t fool yourself into thinking, “He wouldn’t do that with me.” No matter how much he loves you, no matter

how much he cares for you—and it can be very sincere—that is not enough to take the place of the way he’s learned to deal with anger. You need to date and court him long enough to see how he handles his anger, the way he manages it, and the way he expresses it. Is his method something that you can live with? You may be able to alter it some, but you’re not going to completely change it.

The Man with Low Self-Esteem

What is a woman to do with a man who seems to struggle with low self-esteem? He may be charming in lots of areas, but he doubts himself. He’s hard on himself. In some ways, he doesn’t take risks. He’s not assertive. He’s very passive. How can a woman help a man like that? Most men suffer from some degree of low self-esteem, meaning that at the core of who they are, they really do feel a need to prove something to themselves. Men who have especially low self-esteem tend to sabotage relationships. They can do this by being attracted to, dating, or even marrying women who are non-committal or who have their own self-esteem issues. Or perhaps the type women they like are those that they’d never marry, such as someone they would meet at a bar, have sex with for one night, and then never speak to again.

Sometimes insecure men are attracted to women that are wonderful, charming, beautiful, and lovely, and yet they pick at these women. They become moody and sullen. They end up driving them away. Why would men do that to women who are so wonderful? Shouldn’t women be able

to use their loveliness, grace, and beauty to heal men's low self-esteem? The truth is that beauty is not enough to heal a man's low self-esteem. Being lovely is not enough to overcome his insecurities. His fears are too powerful for any woman to be able to overcome on her own just by making him feel good.

What Empowers A Man?

The secret to building up a man's self-esteem comes down to two things. One is determined by what he overcomes. The second is built up by what he is able to accomplish. Because of their high concentration of testosterone, men are competitive by nature. They have a need to hunt and to dominate. It makes them feel more masculine, and more powerful. A man craves power above anything else, and he feels powerful as he overcomes obstacles. He's able to overcome financial obstacles. He's able to overcome difficult situations. He must prove to himself that he's able to accomplish things in spite of adversity. The more things he overcomes, the more he trusts in his ability to overcome any situation that presents itself.

The opposite of this would be someone who doesn't trust their own abilities and therefore needs circumstances to be perfect or gentle. In a man's mind, this is a fragile person. The only way he can do well is if circumstances are manageable. There are many men who are like this. They like circumstances to be gentle. They like things to be easy. What this does in men is make them restless. It makes them more moody. It makes them more temperamental. A man who was spoiled by his

well-to-do parents as a child and who had little required of him may have grown accustomed to things not being difficult. He might seek for his life to be fairly easy and fairly regular and, as a result, he may be unhappy if there is too much deviation from what he wants.

Modern parents are prone to spoil their children rather than over discipline them. They don't want the children to feel bad. When a man experiences this type of upbringing, he develops a sense of entitlement. In his relationships, he feels as if it's the woman's job to make him feel good. When you hear a man talking about how important instant attraction is and that he will only date a woman that he feels instant intensity for, then you are dealing with this type of man who has a high sense of entitlement. He insists that relationships are magic and that it is impossible for such feelings as compassion, tenderness and romance to occur over time. If it is not instantaneous – it is never going to happen. He has such a lack of insight that he doesn't believe that difficulties in a relationship can be overcome. These men tend to view adversity as an indication that something is wrong. To them, adversity is not something to be fixed, changed, or altered. It's simply something to be avoided.

These men have this unconscious belief inside of them. It goes like this, "I don't think a lot of me. And if you think a lot of me, what does that say about you?" This is why they often sabotage relationships with fabulous women. If the woman acts as though the man's really wonderful, even though he acts irresponsible or immature at times, she brushes it off and minimizes it, she doesn't give him a chance to overcome anything. She takes his bad behavior and instead of creating a challenge for him she

condones his actions. She's afraid that if she challenges him, she might lose him. What she doesn't realize is that she's feeding into his low self-esteem. As a man overcomes the challenges before him, he realizes that he can overcome things. He will realize that he's not powerless and that things don't have to go exactly as he wanted for him to be happy. Going one step further, every time a man overcomes something, it produces a sense of joy and pride in his heart that nothing else will.

He Needs To Overcome Obstacles

Overcoming obstacles means more to a man than being with a pretty woman. The reason has to do with what makes a man feel good about himself. While both men and women enjoy hearing a compliment, men



need more than words to make them feel powerful. They need to see that they have overcome a difficult challenge or accomplished something that seemed almost impossible to achieve. If they can convince a woman, regardless of her beauty, to do what they want her to do, and it didn't require much effort, in time they will tire of such a woman. Even if she is the prettiest woman on the planet, her beauty, kindness, or gracious words cannot

make up for a man's need to overcome adversity. It's built into his system. Men that refuse to overcome adversity are those that have the emotional aptitude of a teenage boy.

Often these men are handsome and emotionally shallow. Because of their ability to be temporarily charming with women, they attract a host of interested female partners. What most of these women discover eventually is that a man who only wants a woman to be accommodating is a man that really wants a mother figure as his partner. These men have low self-esteem. The best way that they fix this insecurity is to choose to be in a relationship with a woman that holds them accountable when they act immaturely. What is sad, however, is that these types of men often don't want to be held accountable. They insist on a woman being, "cool" "laid back" and totally accepting of their behavior. Regardless of what any man tells you, he needs to overcome obstacles in a relationship to bond with you. It makes him feel like he has captured you, the elusive prize.

He Needs To Accomplish His Dreams

Accomplishment is also very important to a man's self-esteem. It's similar to overcoming adversity, with this exception; overcoming something means you don't let it overwhelm you, you don't let it kill you, and you don't let it destroy you. Sometimes overcoming something is just being able to survive. If there's been a big financial crisis, overcoming it simply means that you still keep your business, or don't have to declare

bankruptcy. If you've had a crisis in your marriage, it means that you still keep your marriage together and work out the problems. It's not about building these things and making them better. Overcoming something is often simply surviving it.

Accomplishing something is a step beyond that. This is where a man actually attains the very thing he was after, in spite of adversity. For a man to accomplish something, he must set a goal or have a dream in mind. He makes it happen, no matter how long it takes or what is required to achieve his goal. Most business plans have this in mind. Where will you be in one year? Where will you be in 2 years? 3 years? What will you do to accomplish this? In spite of the adversity, a person must work hard to accomplish their goals. In a relationship, this accomplishment primarily means being able to capture the woman a man chooses. This is especially true if it is a woman he didn't think he could get. Women who think this is just game playing don't understand how critical a need this is for men.

Now you know two ways to help a man overcome low self-esteem. You know that you must be willing to allow him to choose to stay stuck in self-pity if you're going to help him. You cannot help him if he is absolutely determined to stay selfish. You cannot make him see a character flaw if he refuses to even consider the possibility of changing it. So if you're involved with a man who seems to be self-defeating or unhappy, the question I have for you is this: Do you love him enough to give him what he

So if you're involved with a man who seems to be self-defeating or unhappy, the question I have for you is this: Do you love him enough to give him what he needs?

needs? Will you make it a point never to pity a man with whom you have a relationship?

I don't mean that you can't be helpful. However, you should avoid having pity on a man in such a way that you do something for him that he has the ability to do for himself. It is easy to confuse taking pity on someone with empathy or being merciful. If you believe that because of his adversity, he really can't be courteous, he really can't control his temper, and he really can't function, then you're making him into a child. You're not helping him. Pitying him may make you feel good in the short-term, but you're not helping him in the long-term.

Years ago, in his famous book, "The Road Less Traveled," Scott Peck made this statement: "To love someone is to demand that they grow." This doesn't mean that one should be a dictator. It simply means that that we care enough about someone that we're not satisfied seeing them stay in their emotional ruts. We care too much about them to sit idly by while they continue in their self-destructive or self-pitying behavior. You should never pity a man you are dating or to whom you are married. It's not good for him. Men who insist on a woman accepting them exactly the way they are, never challenging them, and never expecting more than they want to give, will never be satisfied in a relationship. They always wonder why they get bored with women, why they're never satisfied, and why they go from one unfulfilling relationship to the next. While the reason they develop poor self-esteem may be legitimate, it may have come from legitimate injuries, insults, persecutions, abuse, or trauma, the fact that they insist on staying in that place emotionally is their fault. Unless a man overcomes adversity and accomplishes his dreams, he will continue to have poor self-esteem.

~ CHAPTER FOURTEEN ~

What is He Thinking? How To Read a Man's Mind



You may think that mind-reading is something for witch doctors, the superstitious, astrologers, or those who practice magic. With the information that you've been given thus far, you now have a foundation to be able to read and understand what a man's thinking and feeling instead of having to guess. As a licensed therapist, I engage in this type of mind-reading almost every day. There are other professions that do it as well. Investigators do it. Teachers do it with their children. Over time, wives can get good at doing this with their husbands. There are some women who seem to have a natural ability to understand what men think and why they think it. This gives them a tremendous advantage in relationships.

Let's take a moment and explore what mind reading is not, or more specifically, the wrong way to try to read minds that often gets women in trouble. As we discussed in the book, women tend to confuse an intense feeling with intuition. Being able to read a man's mind is the skill where you combine both what you feel with the knowledge you possess. A woman's background has an impact on how she perceives men, and her coping skills are going to color her perception of how she interprets a man's actions. There are some women who are paranoid and think that every

There are some women who are paranoid and think that every man wants to hurt them, or that all men are selfish or mean. It's not true. Based on their past experiences, they end up projecting those beliefs onto all men.

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All of us tend to project to some degree.

Our past, our upbringing, and our interactions tend to color how we project our worldview onto other people. When we're feeling intensely, our projections tend to be magnified. As we discussed in Chapter 3, women may think that they're good at mind reading, but the truth is that all they're really good at is being paranoid. There are some women who look really hard for a man's inconsistencies. Or they will look to see if he's telling a lie. If they look long enough, they're going to find one. Usually they do this because they've been lied to in the past.

The problem isn't that they have these tendencies. The problem is not that they've had rough or painful experiences. The problem is that they're not aware of how they tend to project. Our projections get in the way of really being able to read someone's mind. If you believe that men are just dishonest and you apply this to every man, unless he proves otherwise, you're going to struggle with this perception. The same applies if you think all men are mean or that men just want one thing. Any type of generalization like that is going to make it difficult because you'll apply the generalization onto a man, as opposed to really trying to understand what a specific man is thinking.

This also happens when women say they have a certain feeling or a “special connection” with someone. That someone may be a drug addict or he may have a history of being cruel to women. The woman feels something intensely, and she doesn’t pay attention to the knowledge that’s available to her, like the guys’ reputation, or the way he treats other people. This isn’t to say that intense feelings can’t be accurate. But you must understand that intuition is as much based on knowledge, as it is a feeling. Without a basis of knowledge, you’re just wildly guessing. If you think that simply feeling something really intensely makes it more accurate, you’re wrong. As I explored earlier in the book, you can feel something incredibly intensely and be incredibly wrong at the same time.

One client I knew years ago had only had bad experiences with men. She was in her late 30s, and some of the men whom she had dated were married. She had dated other men who were selfish and self-centered. It’s no surprise that she would say to me, “I just know that a man’s going to leave me. I just know that he’s never going to want to marry me.” If she is going to insist on clinging to that belief, she’s right. It becomes a self-fulfilling prophecy. This is very similar to the situation that I described earlier on when I discussed my male client who was convinced that all women were after his money. In turn, he ended up sabotaging his chances with perfectly good women by asking them inappropriate questions about children and money.

This particular female client was open to expanding her ideas and she was willing to learn new things. She was willing to go beyond simply her own experiences and to learn things that might seem strange or uncomfortable

at first. One of the things that she needed to realize was that the types of men she was dating were never going to marry her. Her relationships were doomed before they ever got started simply because of the men she was selecting. For her to have new insights, she needed to have a pretty good idea of herself and her tendencies to project her fears on others.

Professional investigators make it a point to carefully study those whom they will be investigating. They learn their habits, what they like, what they don't like, and their tendencies. It takes years to develop this knowledge. Investigators don't want to simply rely on a feeling, because if they do they won't do their job well. If they guess wrong, people might get injured or killed. Instead, they rely on knowledge. The first part of this book gave you the basic knowledge about how men think. It's based on that knowledge that you're able to trust certain feelings.

It's impossible to magically know what each of a man's gestures means. The technical term for this idea is "magical thinking." Children have it. They really think that whatever they can imagine they can make come true. The truth is, just because we can imagine it, doesn't mean we can make anything come true. We can still read a man's mind without understanding his every gesture. We can't know everything, so we want to focus on what is important. Things that affect the relationship are important for us to find out, not the random thoughts floating around his head at any given moment. To truly be able to read and understand the workings of his mind will take years and years of training. Here's where to start.

How to Put This Knowledge Into Practice

Women that are good at understanding men always remind themselves that you can't try and read a man's mind from a female perspective. What goes on inside a man's head looks entirely different from what goes on inside of yours. Also, men have the ability to literally cut their mind off from thinking about anything. If you ask a man what he is thinking, and he states "nothing", press him into a discussion for details, and he'll eventually make something up. You can press and ask for details until you do make him feel something, but that's not what he was initially feeling. All you accomplished was annoying him and possibly provoking him into an argument. So on your list of what he's thinking, you must include, "He's not thinking anything," as an option.

A woman's thinking process is best described as something that's constantly in motion. It can be bees buzzing around outside or it can be the wind on a windy day. When it comes to a man, imagine a stationary object. It can be a pin; it can be a cup, or something you can hold in your hand. Take the object and place it on top of a counter. Just lay it down. That object that you just had, the pin or the cup or whatever it is, stays in the same place until someone moves it. It's not in constant motion.

Men's thoughts are not in a constant state of flux like most women's thoughts are, because a man is not accessing his emotions as often as women do. So a man can leave a cup or a pencil in the same place, and it will stay in that same place. It won't change. It won't get worse. It won't get

better unless something or someone actually moves it. Men apply this same methodology to organizing their thoughts and their feelings. They tend to leave something alone and put it down until they need to pick it up again. A man doesn't need to feel his love for a woman intensely all the time to still love her. Whenever he was feeling it, whenever he was thinking about it, whenever he was experiencing that love for a woman, whenever he took a mental break from it, whenever it becomes time to focus on something else, he put that down and he went to work. He worked on a project. His love for the woman still stays in place, still remains the same, even though he's not attending to it.

Now I realize this may seem foreign, but in learning how to read his mind, you will need to be aware of the tendency to assume too much as to what he is actually thinking. It's not going to be complicated or complex to understand a man. This is going to be really helpful to you. One of the key components to being able to read a man's mind is about being able to make good guesses. When we make guesses based on a firm foundation of knowledge, we're very likely to be accurate.

When You Understand a Man, You Make Excellent Guesses

We've established that mind reading is primarily about making good guesses. It is not about perfection. There is no way to know with absolute certainty exactly what someone is thinking. Even if you feel positive that they're feeling uncomfortable or vulnerable, they may not acknowledge

that feeling. An example of this is when somebody is angry or upset. Many people, and men in particular, will not admit when they're angry. When a man admits that you've made him angry, he's saying that you were able to get under his skin and made him uncomfortable. It's a powerless position that men don't like to experience. They also absolutely abhor admitting to this feeling.

The same criteria would apply for other feelings of vulnerability, such as sadness, being overwhelmed or scared. So if you insist on absolute confirmation, you're not going to be very good at this. If, on the other hand, you'll base this on probability, you'll be much more accurate than you can imagine. Probability is simply where all the aspects of what you see lead to a logical conclusion. Or, put another way, a good guess. Acting on your guess is going to require some degree of vulnerability. If a man's upset and you pick up on that and properly identify it, he might not actually want to hear about it. You may be able to read his mind, but you'll also have to respond and interact with him once you have an idea what he's thinking. Keep in mind that unless you practice this skill for a lifetime, you won't have absolute certainty of what is going on in your man's head.

Timing is very important when it comes to mind reading. If you say something to others before they're ready to hear it, they'll reject what you're saying even if you are absolutely right. One time in graduate school, I observed two students practicing for their counseling degree(s) who had an interesting interaction. In this particular class, they were practicing what's called reflective listening. Reflective listening is simply where you repeat back what the other person says. It doesn't have to be word for

word, but it needs to be fairly close. The goal is to reflect back to the other person so they feel that you've understood them. For example, if someone says "I'm feeling upset today," the reflective listener would respond with, "It sounds like you're upset today."

Now as silly as that sounds, the reason they teach that in counseling classes is that it's actually very effective with clients. If a client doesn't feel like you have understood them, they're not going to listen to any suggestions you make. In one particular instance, one of the students was role-playing and made up a scenario. He said to his practice partner, "I'm not really sure about my sexuality. I've had questions about it, but I'm not sure who to tell." His practice partner responded, "So you're afraid that you're gay?" That response shook up the first student, even though they were role-playing. He said, "No, no, no. That's not it at all." In that instance that was what his fear was, but he wasn't ready to acknowledge it just yet. When the listener commented on it and accurately described what he was saying, he was upset because he wasn't to the point where he was able to hear and accept the information.

A woman may get insight into what's going on inside a man's mind and feel that if she says something, he'll change what he's doing as a result. This tactic doesn't work. If you comment on a powerful emotion before he's ready to experience or deal with it, he will close down emotionally. The ability to read someone's mind is very powerful. Most individuals, and especially men, like to feel that they can keep their thoughts to themselves. While it is enchanting for a man to know that a woman can read his mind to anticipate his needs, it's also unsettling at times. It can be wonderful

when you can read his mind sometimes, such as understanding what he's trying to say when he's frustrated. However, it's often disconcerting when a man notices that a woman can actually see that he is avoiding responsibility, or that he is not telling the truth.

Lastly, you don't need to constantly practice this technique. Most professionals (including myself) have done this for years. With the outline that we're going to go over, just be willing to practice it occasionally. If your goal is to be perfect at it, you need to consider doing this for a living, and investing the time and energy required. On the other hand, if your goal is to understand men better, to take some of the mystery out of why they do what they do, and to have an idea as to why he's acting a certain way, then I think you'll have fun with this.

~ CHAPTER FIFTEEN ~

Reading His Mind - The Manual

Step #1 - Focus On What You Know, Not on what You Feel.

You'll find that experts in their chosen profession start with this idea when they are trying to solve a problem. If you know a medical doctor then ask them how many times people ask them, "My side hurts. What do you think is wrong?" People assume that because the physician has had years and years of training, he or she should know. Most physicians will look at them and say, "I haven't any idea. It could be one of a thousand things." Even physicians with years of training will understand that they don't have enough information to make an accurate guess as to why someone's side could be hurting without knowing more details. Their training taught them to trust the knowledge they have acquired, not to simply rely on a particular feeling that they experience in the moment.

All the things that we have discussed about men are your foundation. You

Don't interpret what a man does simply by what your intense feelings are telling you, at least not initially.

now know that men crave power more than anything else. You also know that when a man is quiet, it can just as easily mean that he's overwhelmed with something or that he's upset with you. Go back and

study all that you've been reading and learning about men. Don't interpret what a man does simply by what your intense feelings are telling you, at least not initially.

Step #2 - Focus On Him Specifically.

What do you know about the particular man you're focusing on? What do you know about his tendencies? Is he prone toward having angry outbursts? Is he someone who gets quiet often when he gets upset? What things does he do when he's overwhelmed? What does he do when he's really happy? Is he usually gushing with emotions or more reserved when talking about his feelings? Is he still resentful over something that happened a day, a week, a month ago? It's important to think about these things. You can come up with a general idea as to something that could be bothering him or affecting him.

Using this step is important for this reason: a man's past always gives us clues as to what he is thinking in a present circumstance. What do you know about his past? How did he treat other girlfriends? Is he someone who tends to blame others for his misfortune? From this knowledge of his patterns, you'll be able to observe his reaction to things and be able to put his actions in their proper context. This step will enable you to remind yourself that just because it "feels" like he doesn't love you when he becomes quiet; his past behaviors have taught you that when he's overwhelmed by something he gets quiet and emotionally detached. Rather than asking him simply, "Do you still love me," your insight into his coping pattern will enable you instead to ask, "What's wrong?" Such a simple change in what you ask him will often make him willing to open up

and tell you exactly what is bothering him. He'll feel that you understand him and that makes you special in his eyes.

Step #3 - Take a Self Inventory Regarding What You Know About Yourself.

We mentioned the importance of knowing a man's background and understanding his tendencies. It is just as crucial for you to know your own. When both women and men get upset it is very easy to misinterpret someone else's actions. What things are you sensitive about regarding your past relationships? Meaning, do you know how you react when someone yells at you? Does yelling make you defensive? When you feel defensive, do you find yourself looking for reasons to start a fight? If someone ignores you, does that stir up your insecurities? Do you know what feelings overwhelm you the most? Because when you're overwhelmed, you'll be less clear about making good guesses. You'll make guesses based on your intense feelings, and this can cause problems.

In this step, the goal isn't for you to be perfect. When you are honest with yourself, then you'll be able to realize when you are accurate with your guess, versus when you are exaggerating your interpretation of his actions. If you are woman who hates to be ignored, then when your man gets quiet, you'll likely feel infuriated or fearful. If this describes you, you should be aware that when you are intensely emotional you are more likely to accuse a man of something that isn't true. Knowing your tendencies will also endear you to a man. A woman who feels fearful when a man is quite can make such feelings an opportunity for intimacy simply by saying, "You know, right now I realize that some of what I'm feeling is

just how I respond when someone ignores me, so I may be exaggerating this, but I've got to ask, are you angry with me about something?" That initial acknowledgement signals to the man that what you feel may not be completely accurate. Such an approach is non-confrontational and is actually inviting. Practiced repeatedly, a man will become more willing to share what he is thinking with you sooner rather than keep his thoughts to himself

Step #4 - Get Him to Tell You What He's Thinking.

When a woman wants to know what a man's thinking, she often asks him questions like "Why did you do this?" Or, "What were you thinking?" When the man begins to open up and respond to her questions, the woman ends up doing most of the talking. Did you know that most men like to talk, but often don't feel like the woman in their life is good at listening? They're so averse to pain and getting in trouble, that they're extremely guarded when it comes to opening up.

Most of you reading this probably won't remember a popular TV show in the United States from years ago called Columbo. Columbo was a detective played by actor Peter Falk. His trademark was that he would ask questions during an investigation that appeared to be sincerely curious. They weren't intense questions. They were questions that implied that even though he didn't understand a certain point a suspect was making, he really he wanted to. Someone would tell him something, and he would say, "I'm sorry. I heard what you said, but for some reason I just didn't quite understand it. Would you mind telling me more about, _____?" His polite and unassuming manner made people admit things that they normally wouldn't admit. There's a lot of truth to the method that he used.

A woman can be quite disarming when she is gentle, consistent, and curious. If you ask your questions with genuine curiosity and truly want to know why he's quiet or what's happened in his life the last couple of days, it won't feel like an interrogation. It will actually feel like you're sincere. As he provides more and more information, it will be easy to guess what's bothering him or what he's thinking. By the way you ask and express your curiosity; you can get him to tell you what he's thinking.

Now let's apply these principles to several situations to show you how they'd work. Scenario number one is an altercation between Allison and Jim, who have been dating about 6 months. They have plans to go to dinner with Jim's friends. Allison was 5 minutes late when Jim picked her up. Jim became furious with her and raised his voice. Jim's upset with her, and he just can't seem to let it go. Alison wants to know what's causing his reaction. Even though it isn't easy, she takes a moment to measure herself by taking an inventory of how upset she is. She knows that when she gets fussed at, she has a tendency to fight back. So the first thing she decides to do is make every effort not to lash out, not to protect herself through raising her voice, yelling, or getting extremely competitive. She has just implemented Step 3 – Take a self inventory of what you know about yourself.

She wants to know what he was thinking so she now focuses on Step 2 – Focus on Him Specifically. She also knows that sometimes Jim can be overly sensitive. Usually when he overreacts to something, there's something else bothering him. She knows that when he overreacts, there's probably something he isn't telling her or that he might not even be aware

of. So she puts this plan into action by simply saying, “What’s wrong?”

Jim’s reply is, “I told you. You’re late.” He then goes off on another tirade. Then he says, “Hurry. We’re going to be late.” Her reply is, “No. I don’t want to go when you’re this upset. What’s wrong?” Now Jim, like most men, doesn’t feel like being vulnerable. He’s in an angry, competitive state of mind. If she tries to compete with him, she may win the argument, but she’ll lose any intimacy there could be later.

Jim again insists that they go because they’re going to be late. It’s time for Alison to maintain her conviction. A third time she says, “I don’t want to go when you’re this upset. What’s wrong?”

Allison has now immersed herself in the process. She knows the core things about men. She knows that Jim doesn’t get this upset unless there are a number of things bothering him. She knows herself, so she doesn’t overreact. She wants to make guesses about what’s bothering him, but he’s not giving her any information at this time. She also knows that she needs more information to make good guesses. She’s going to stick with it, until he either calms down or gives her more information. This plan of attack isn’t easy, but it is powerful. By this time, Jim now realizes that he’s not going to be able to just make her go with him. He has a decision to make. He can stay wrapped up in self-pity and anger, or he can talk to Allison. This woman is in the process of disarming him, even though he doesn’t want to be disarmed. She will not give into his overreacting and blaming behavior. One of two things will happen. Jim may stay upset. He may refuse to tell her what’s wrong, and go to the party by himself. Or, he may begin to open up and say something like, “You know, I just hate it when

you're late. I know I've told you this before. It just seems like you're doing this on purpose." When she hears that, Allison still doesn't have enough information to truly understand what's going on in his head, but she can begin to steer the conversation. Now she says, "Do you really think I was late on purpose? Really? You really think that?" To which, Jim will likely reply, "I don't know. But it just seems like you're late all the time. I've just had it."

Now that Jim has started to calm down some, she can start to make some guesses. "Okay," she says, "I can see how being late would upset you. But that doesn't tell me why you're this upset. What's wrong?" Now Jim feels safe. His girlfriend actually wants to know more about him. At this point he feels ready to tell her. "These are old friends I haven't seen in a long time, and I wanted to make a really good impression. Also, I just hate being late," he says. Now Allison knows exactly what he's thinking. Jim's very concerned about making a good impression, and he's extremely self-conscious about what his friends think of him. Jim's feeling vulnerable.

With this information, Allison's might say, "I'm sorry I was late. I didn't realize this was that big a deal to you. Can we still go and have a good time?" With that statement, the evening is saved. Allison has begun making Jim emotionally dependent on her. Few women would know how to get him to open up to them like Allison just did, and Jim will surely remember this encounter fondly. When a man is upset, it's very hard to remain objective. What Allison did well was take an inventory of herself, and she trusted what she knew about men. She didn't feel like she had to guess or know exactly what he was thinking until she had more facts.

A rule of thumb when it comes to reading minds is to search for more information.

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Allison kept asking for more information until she got something that made sense to her.

Scenario number two involves Jessica and Adam, who have gone on two dates. By each person's account, the dates have been spectacular. There was instant chemistry between them. At the conclusion of the second date, Jessica decides to sleep with Adam. After all, it feels so right. It feels so effortless. His feelings for her seem so certain. They have a "connection." She decides to give in to her desires. They have a wonderful evening, just as passionate as she could have imagined. The next day, all seems fine. Adam promises to call her and talked about plans for the future. Three weeks later, Jessica's still not heard from Adam. What happened? Well, using our criteria, let's go through them one at a time. Step 1 tells us that men tend to feel intensely, and that when they feel intensely they tend to crash afterwards. We can guess that Adam felt very intensely, but this was before he had actually bonded with Jessica. He didn't know her that well.

Like a drug, like a sugar high, it felt intense, and he, like most men was destined to crash or feel overwhelmed once the event was over with.

We also know that men don't bond with sex like women do. While Jessica was bonding with him emotionally, Adam was not necessarily bonding with her. Adam was having a great time, but Jessica made the assumption that Adam was bonding the way a woman bonds, not the way a man does. Jessica knows little about Adam's past because she didn't give the relationship enough time to be able to use Step 2 – Focusing on a man specifically. If she did, she would know that Adam has a history of short-term relationships. It's not that he can't get dates. It's that he struggles with letting anyone get too close to him. If Jessica had waited, and taken the time to get to know him, she would have discovered this before she gave him her heart. Jessica also ignored Step 3. She did not take into account what she knows about herself. The fact of the matter is that when she has intense feelings, she tends to allow a relationship to go too fast.

She lives with the assumption that whatever she feels intensely must be true. She made assumptions about Adam, simply based on how intensely she felt. She never got to the fourth step, which was to draw things out of him. So what is Adam thinking now, 3 weeks later? Adam's thinking that it was a wonderful time. He just probably crashed emotionally after their encounter. The intensity he felt after the second date didn't last 1, 2, or 3 days afterwards. Based on Adam's romantic history, he probably has the notion that if something doesn't stay wonderful and intense all the time, then there must be something wrong with the relationship. Adam probably thinks that his relationship with Jessica wasn't meant to be. Because their

relationship was so intense and she gave in to him too quickly, doubt has crept into his mind. His feelings were no longer as strong as they were that evening.

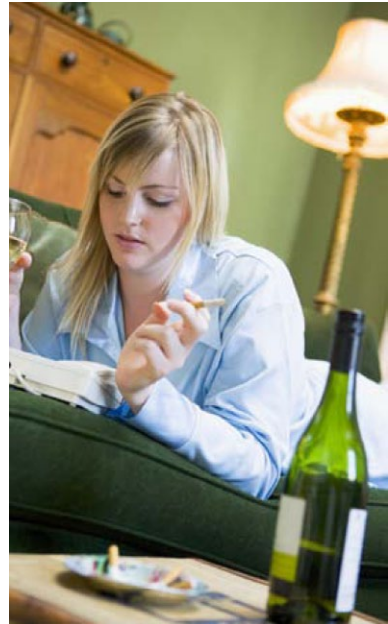
Jessica wonders, “Why doesn’t he call me?” If the aforementioned points were mentioned to her, she’d nod her head in agreement and say, “Yes, you’re right,” But she’ll still ask, “What can I say to make him call me?” This is totally disregarding all the things we discussed. Is it possible to make Adam call her again? It would be very difficult to accomplish this. Her feelings of loneliness overwhelm any ability she has to literally read his mind. In reality, Jessica’s not interested in reading his mind. She wants Adam to do what she wants him to do. Because of that, she’ll fool herself into thinking that if she could understand men, things would be better. If she truly understood men, she would have to change her pattern of behavior. If Jessica’s not willing to change her behavior, she will remain stuck in one relationship after another with men just like Adam. Based on this last example, let’s go over....

How Assumptions Can Sabotage a Relationship

Why didn’t he call back? This is one of the most common complaints that women have towards men. Let’s take this question to example the role of assumptions. The following may have happened to you or a woman you know in the past. You go out with a man for an evening and you have a good time. The conversation seems to go well. There isn’t anything

major you can think of that went wrong. In fact, you might have even felt very comfortable. At the end of the evening, he says he had a good time, suggests that you get together and he says, “I’ll call you.” Yet, as the weeks go by, he doesn’t call.

The question of why a man doesn’t call back has puzzled women for years. In fact, researcher Rachel Greenwald was so interested in this topic that she interviewed over 1,000 men to find out exactly why they don’t call back. Specifically, she telephoned men who had not called back her female match-making clients. These women are the ones who had hired her to be their matchmaker, and their dates had not followed up. With each woman’s permission, Greenwald called these



men. She was very nice and very courteous and said she just wanted to do research. It was very extensive and took years to accomplish. She charted dozens of different reasons why these men didn’t call back. Their responses ranged from the obvious, like “I didn’t think she was that pretty,” to, “She seemed too aggressive,” or, “It seems like she wants to be in charge all the time.” If we were to boil the various reasons why men don’t call back down to one thing, it often is due to the following. At some point in the interaction, the woman inadvertently did something that reinforced a stereotype that the man held about women.

Consider this scenario. Steve and Jennifer meet at a party and shortly afterwards they go out on their first date. The conversation seems to be flowing well. Steve, unbeknownst to Jennifer, is sensitive to being told what to do. Because of his personal history, he can be almost hypersensitive to anyone he feels is either talking down to him or instructing him on what he should do. In the course of their conversation, Jennifer makes a playful joke about her male assistant and how much fun it is for her to order him around. In Steve's mind, Jennifer has confirmed his worst fear about her. Jennifer is totally unaware of what she's done. She knows that she was just joking. She has no idea about Steve's dislike of being ordered around. For the remainder of their conversation, Steve becomes Mr. Detective. He's looking for things that will confirm his fears about her. He's no longer being carefree.

There may be something else Jennifer innocently says that reinforces his belief. He may have some feelings for her. He may feel that there's enough of a connection that he probably will call her. Once he gets her number, he begins to think about that reinforced stereotype in his mind and he basically talks himself out of calling her. Ms. Greenwald cites hundreds and hundreds of examples that really came down to that particular pattern. Most of the time when a man doesn't call you back, it's because you have inadvertently reinforced some stereotype that you probably weren't aware of. Now this is what makes this one tough. One of the core essentials of being able to read someone's mind is being able to make good guesses. Making good guesses requires having some sort of knowledge base. Not

Making good guesses requires having some sort of knowledge base. Not just about men in general, but also of the individual man you are with.

just about men in general, but also of the individual man you are with. When you first start dating, you don't know much about the particular

man. At this point, you're going to have to simply generalize by focusing on Step 1- Focusing on what you know about men, not on what you feel.

If a man is talking with you, chances are that he's interested in you on some level. He doesn't know for sure the degree to which he's interested, but men really don't give chances like women do. The idea that he might grow to love a woman seems strange to a man. Women are more inclined to give a guy a chance than a man is to give a woman a chance. So if he's talking to you, he's interested to some degree. Since we're not sure whether he's totally committed to following up or not, a woman's goal during that first date is simply to get another date. That's all. Her goal is not to try to screen him or make a big impression. Her goal is simply to get another opportunity to spend time with him.

If that's your focus during this encounter, then you've done about as good a job as you can do. If you've been gracious, asked questions of him, tried to keep the focus on him during the date, then you've made yourself as appealing as you possibly can. It's hard to trick a man with a clever line or a phrase. Men are very guarded about being manipulated. Your main focus is simply to make him feel good, just by being in your presence. If you keep the atmosphere comfortable and fun and keep the conversation on him, you've made about as good an impression as one can make. You also

know that men love to talk about themselves. As much as women do, men like it even more. If you've done that and he doesn't call, then we know that he probably was overwhelmed by something. You will probably never figure out what overwhelmed him so much that he didn't call back. You may have been excited and talked a little too much. For some men, that can make him feel like you're going to be an overwhelming woman. There really is no way to know why a date didn't call back. That may not be what you want to hear. We can make educated guesses most of the time, but we can't totally know. Sometimes the reasons are just bizarre or weird.

Sometimes You Just Can't Know What He's Thinking

Years ago, I had a client who went on a blind date with someone she'd met on the internet. During the course of the date, she did a very good job making sure that the man had a good time. She listened to him tell his stories. She said the conversation was easy and fun. While they had only planned on spending 45 minutes together, they ended up spending 2 hours together. When it was time to go, she excused herself to walk home. This gentleman said, "No please. Let me walk you home." She was surprised, but she accepted his offer since it was going to be fairly safe, in broad daylight. As he walked her home, the conversation continued, just as casual and as effortless as it was during dinner. When he stopped in front of her apartment, he said, "I had a great time. We should do this again." She replied, "Yes. I'd like that." He gave her a brief hug good-bye and went on his way, never to contact her again.

She asked me what any woman would ask, "What did I do wrong?"

Based on what she's telling me, I don't have a response to this question. She continued, "Why didn't he call back?" The answer is simply because he's weird. I'm saying that to you as a clinician. If this man was my client and he told me that he had a good time at dinner, that he had laughed with her, that he insisted on walking her home, and then hugged her good night and said he would call her, I would be inclined to ask him, "What's wrong with you?" Now, I'd say it nicely. He'd most likely come up with a reason for not calling, but the reason would only make sense to him. It might be something as strange as, "She wore brown shoes, and I don't know what she was thinking wearing that color. I just could never date someone who wears brown shoes." Yes, I've actually heard stuff like that. I've heard other confessions from men who said, "She didn't ask me enough questions," or, "I saw her profile and thought she was a little overweight." In this category of mind-reading, you must simply remember that sometimes what he's thinking is simply bizarre or weird and that it is impossible to understand. You have to give up the idea that there's always something you did that caused it. That simply is not always the case.

Since you've made it a point to understand men, you know that on a first date, your goal is simply to make him feel good, because that's what men are drawn toward. You also know from taking an inventory of yourself what your tendencies are in this situation, such as if you're nervous or too talkative. Do you tend to be too quiet? You've made it a point not to do those things. You've also paid attention to what he was saying. You've listened enough to have an idea that he seemed to be sincere. You've done all you can do. It would be reasonable for you and me to make an educated guess that he's interested. He's showing all the signs. There isn't something

obvious that you've missed. When you've covered all of your bases, sometimes the answer is simply that it wasn't anything you did, but it really was all about him.

How Reading a Man's Mind Can Save a Relationship

Jim and Trudy had dated for about 9 months before they got married, and everything was going well. Trudy was certain that they were about to be engaged. They had talked about it briefly. They hadn't rushed into anything. It just seemed like the natural evolution of their relationship. Jim received a jolt one day that he was called into his manager's office. The manager told him that the financial difficulty their company was facing meant that Jim was going to be laid off. He was given two weeks' notice. His boss was sorry, but drastic measures were required to save the company. Jim never saw it coming.

For the next couple of days, Jim walked around shell-shocked. Trudy could tell this obviously had a big impact on him. As Jim continued to look for work over the next few weeks, Trudy noticed that he had become more temperamental. It seemed like he was picking more fights. On one particular evening, Jim said he didn't know if he wanted a relationship with her any longer. Now it was Trudy's turn to be blind-sided. She asked him why. He didn't know. He said he just felt lost and overwhelmed. He said that he needed to focus on his job, but that didn't make much sense to Trudy. Thankfully, Trudy was able to regain her composure, as difficult

as it was, before she said something she would later regret. Over the next couple of days, she took some time to reflect. She wondered what he was thinking and decided to go through her checklist.

1 - She reminded herself that power is the most important thing to men, and that the loss of a job makes a man feel powerless. From what she understood, that fear rivaled a woman's fear of being unattractive.

2 - Secondly, she mentally visited all she knew about Jim and remembered how he had always prided himself on doing the right thing, on being organized, and how he was uncomfortable when things caught him by surprise. It seemed logical to her that not only would losing a job be scary to most men, it would be especially scary to Jim.

3 - Third, she asked questions about herself. What was her tendency? She acknowledged to herself that she had a fear that there was something wrong with her if her relationship didn't work out. Deep down she believed that if she was good enough or pretty enough than she would be able to keep any man, regardless of circumstances. She was careful not to let her fear dominate her interactions with Jim.

With these three things in mind, it was time to talk to him. As they sat down one evening at her apartment, she implemented step 4, to really find out what he was thinking. Instead of peppering him with questions, she made it a point to remind herself that he was probably scared as well as embarrassed about not being able to quickly find another job. In fact, she thought he might even feel humiliated. She knew that, as a male, this was the last thing to which he wanted to admit. In spite of her deeply rooted

desire for reassurance from him, she had to remind herself that he wasn't in any state to give that to her at this time. She kept in mind that she needed to make him feel safe in opening up to her.

In addition, she reminded herself that men don't like pity. Men like a woman's admiration. So she was determined that she'd convey the attitude that she was convinced he'd not only get another job, but that he'd get a great job. Jim fumbled through their conversation. He didn't know what was happening. He was having difficulty expressing his feelings. She listened and asked questions. "Do you think maybe losing the job had a big impact on you?" she asked. Yes, he admitted, but he'd find another job. Again, she waited.

As she waited, she realized he wasn't quite ready to acknowledge what he was feeling inside. He was being dismissive. This was typically what he did. She made it a point not to rush it. Her only goal was to get him to talk, to ask for clarification of things, to nudge him on more, because the more he talked, the more information he divulged, not just to her, but to himself as well. He fell back on his safe responses, claiming that he just didn't know why he felt ambivalent about their relationship.

After 30 or 40 minutes of listening, it was time for her to take a risk. She said, "I do. You've lost your job. I know you hate that." Her words struck him like thunder. The way she said it was calm, but it was as though she could actually read his mind. He realized just how unsettling it was for him to be laid off when in his mind he had done nothing wrong.

She had taken her time and she had managed her own fears. She'd applied the insights she had learned about men to guess what was bothering Jim. She didn't make it based on the intensity of her feelings. She made

it based on knowledge and a willingness to listen. In that moment, Jim reconnected with Trudy and realized that no matter how bad things were, he could never live without her.



These four scenarios I outlined overviewed the techniques you just learned to understand your man and also read his mind. Just doing this work occasionally is enough to make a lasting impression on a man. These kinds of impressions will not only give you power and insight, but they will make him bond with you in a way that you probably never experienced before. Working on a relationship, using the techniques outlined for you, can certainly make your relationship more powerful. Not only will you better understand your husband or boyfriend but also you can begin to understand things about yourself and how you influence your own relationship.

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~BONUS: 2 MORE THINGS~

1) *What is he thinking when we argue and nothing gets solved?*

Suppose you and your man are in a disagreement. The topic is very important to both of you and no matter how many times you try and explain yourself; it only seems to make things worse. In addition, the more he talks, the more you feel like he's not listening to you at all. What is he thinking when you're trying your best to explain yourself? Rather than going through the 4 step process, I'm going to tell you that the reason why he keeps repeating his position is because he doesn't think you've understood him. It doesn't matter that you do, in fact, understand him. From his perspective, he doesn't think you comprehend the point he is trying to make. This is the reason for every disagreement that seems to go on and on indefinitely.

The solution is found in this understanding: Unless he thinks you've understood him, he won't listen to your point of view. If you want him to hear what you're saying in a way that influences his behavior, then you'll need to convey to him that you've understood his point of view. Say something to him that begins with, "What you're saying is _____ (Fill in the blank with whatever he just said). Don't worry about repeating back to him exactly what he just said. All you need to do is to convey that you listened well enough to be able to give a general idea of what he has just relayed. When he feels that you've understood his point of view, he'll be much more open to listening to yours.

You can listen to someone and not agree with anything they are saying. By allowing a man to finish his thoughts, you'll convey both respect for him and demonstrate confidence in yourself by responding only after he has finished his point. I have used this method personally as have thousands of other therapists. It makes men feel understood so that they will consider the suggestions I have for them. Which leads us to...

2) The talker is bonding, while the listener is working.

It is easy to feel that when you're doing most of the talking you're actually convincing a man of your point of view. Let me dispel that myth now; you are not. The listener is focused on what the talker is saying and having to concentrate. The talker is speaking about what is on their mind (their perspective) and speaks for as long as they wish. With men, it takes effort for them to listen. When a man is listening to you, he's focused, and his guard is up. Men are very guarded about losing power. Your method for combating this fear is to get him to do most of the talking, at least if you want him to bond with you.

I realize that you want to talk with him and share what you're feelings, which is fine. But in that moment, if you're the one talking, then you're doing the bonding, not him. Some of the time it will be you who needs to bond with him. But don't expect that he is bonding simply because it makes you feel good that he's listening. To get him to bond, you've got to get him involved in the conversation.

~SUMMARY~



I realize that you've been given a lot to consider. In fact, it's supposed to be a bit overwhelming. Trying to teach anyone how to read someone's mind is difficult at best. Thus, it requires a foundation of information that most men and women don't possess. However, now you do have this knowledge. What I've learned in working with clients for over 20 years is that I can't predict which insights will be most helpful to them. Because of that fact, I've found that it works better if I give you more than you need and allow you the reader to glean what is most helpful to your unique situation. I certainly realize that some of this information you already knew, but I also believe that just knowing isn't enough. It's often what you do with these insights that will make the difference between being frustrated in your relationships with men, and knowing what he's thinking so that it will be easier for him to please you.

If you will not only read but practice these insights, in a short period of time you'll notice that men will seem much simpler than you once believed. You'll be able to say the right things and at the right moments. In the process, you'll be seen as one of those women who men find very appealing. Most women don't "get" men, and this is what men expect. When they meet a lady who seems to know how to respond in a way that is disarming, they find themselves wanting to spend more time with her.

The knowledge you now know will make a man feel like you understand him. Contrary to what you read and hear in the movies, this is really every man's true fantasy.

SUGGESTED READING

***For Women Only: What You
Need to Know about the
Inner Lives of Men***

BY SHAUNTI CHRISTINE FELDHAHN

***Love & Respect: The Love
She Most Desires; The Respect
He Desperately Needs***

BY EMERSON EGGERICHS

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