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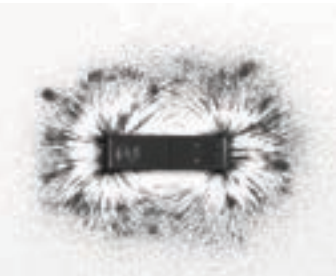
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**Physical and Spiritual Reality**



- We observe the physical world through our five senses
- We can see, hear, taste, touch, or smell physical things
- We observe the spiritual (or energetic) through our mind and heart
- We perceive its existence through relationships between physical things
- Magnetism and gravity are more concrete examples of this idea

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**My love is like the red, red rose**



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**Polarity, love, and attraction**



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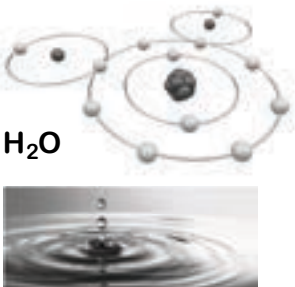
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**Chemistry and Electrical Charges**

- Chemical elements (atoms) form relationships (connections) based on electrical charges
- Atoms that lack electrons to fill an electron shell are attracted to atoms that have too many electrons in an electron shell
- They share electrons in order to balance out their energetic charges (positive and negative)
- The exchange of energy is what creates the bond between the atoms, forming molecules

**H<sub>2</sub>O**



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### Opposites Attract

- Magnetic poles repel each other if they are the same energy (north repels north, south repels south)
- The opposite poles attract (north attracts south)
- Opposites attract because they create an exchange of energies that helps to create a state of balance



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### Human Bonds

- These same energetic forces also govern human interaction
- Couples, families, friendships, and communities are like molecules that have linked to form new compounds
- The new compound formed is defined as a relationship (marriage, family, friends, associations, churches, communities, etc.)
- We are drawn into these relationships to seek a more balanced state in our energy
- These relationships are part of a greater whole to which we belong



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### Relationships Are About Exchange

- We give something we have the other person wants, in exchange for something they have that we want
- We are happy with relationships where we receive the things we want
- Unhappy relationships are teachers, revealing our own energetic imbalances



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<b>Four Possible Exchanges</b>		<b>You win</b>	<b>You lose</b>
	<b>I win</b>	Win/ Win	Win/ Lose
	<b>I lose</b>	Lose/ Win	Lose/ Lose

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**Energy**

- For every action there is an equal, and opposite, reaction
- Energy always seeks equilibrium, that is, there is a balancing force in all our actions (cause and effect)
- "Polarity, or action and reaction, we meet in every part of nature; in darkness and light; in heat and cold; in the ebb and flow of waters; in male and female... in electricity, galvanism, and chemical affinity. Superinduce magnetism at one end of a needle; the opposite magnetism takes place at the other end. If the south attracts, the north repels. To empty here, you must condense there."

From Compensation by Ralph Waldo Emerson

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**The Law of the Harvest**

- "As you sow, so shall you reap"
- This is the same law as, "for every action, there is an equal, and opposite, reaction"
- Action creates reaction, which is a cause-effect relationship
- We can control the action (cause) but we can't control the reaction (effect) because the reaction is already established in the action, as the final plant is found in the seed



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### The Golden Rule is Based on the Law of the Harvest



- This idea is found in every major world religion
- In the negative it is expressed as "Don't do to others something you wouldn't want them to do to you"
- In the positive as "Do unto others as you would have others do unto you."
- Ralph Waldo Emerson expressed it this way  
 "...because of the dual constitution of things, in labor as in life there can be no cheating. The thief steals from himself. The swindler swindles himself...  
 "He is great who confers the most benefits. He is base —and that is the one base thing in the universe — to receive favors and render none."

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### Relationships Always End Up Balanced

- The law of the harvest suggests that all relationship exchanges will ultimately be balanced
- I would propose that there is always a balanced exchange in long-lasting relationships, even if they are unhealthy

"Men suffer all their life long, under the foolish superstition that they can be cheated. But it is as impossible for a man to be cheated by anyone but himself, as for a thing to be, and not to be at the same time. There is a third silent party in all our bargains."  
 Ralph Waldo Emerson



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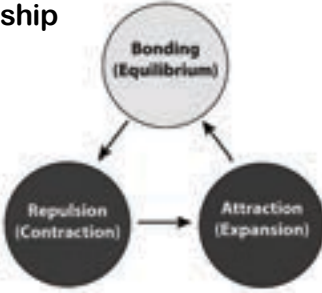
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### Basics of Relationship Energetics

- Repulsion (disgust) creates contraction (yang - pushing away)
- Attraction (desire) creates expansion (yin - pulling in)
- Healthy relationships create emotional bonding because they form a new, balanced unit based on equilibrium



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### Three Principles of Human Interaction

- Judgment separates people, pushing them apart
- Relationships based on judgment will be codependent relationships
- Justice maintains equilibrium between people
- Relationships based on justice will be fair and equal
- Mercy attracts people and draws them together
- Relationships based on mercy will be kind and loving




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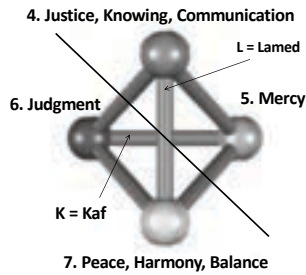
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### Tree of Life Spiritual World

- The conflict in our heart world is that we want to protect ourselves from harm (judgment), but we also want relationships (mercy)
- To have peace and harmony in our relationships we need to practice justice, which requires knowing (understanding) others and learning how to communicate (commune) with them




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### Three Types of Love

- **Eros = Judgment-Level Love**
  - Self-love
  - Physical love (physical pleasure)
  - Love is experienced as desire
- **Philia = Justice-Level Love**
  - Loving my neighbor as (in the same manner) as I love myself
  - Emotional love (happy feelings)
  - Love is experienced as exchange, loyalty, and fairness
- **Agape = Mercy-Level Love**
  - Selfless, unconditional love
  - Mental love (good will)
  - Love is experienced as giving and forgiving




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### A Tale of Three Cookies

- **Cookie #1 is stolen**
  - Love Level = Eros
  - Judgment Relationship: Win and lose, trespasser and victim, abuser and enabler
- **Cookie #2 is sold or traded**
  - Love Level = Philia
  - Justice Relationship: Fair, partnership, voluntary co-operation between equals
- **Cookie #3 is given as a gift**
  - Love Level: Agape
  - Mercy Relationship: Charity or mercy and gratitude, giver and receiver



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### Exploring the Three Levels

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### Judgment



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**What is Judgment?**

- To judge is to decide that someone should be separated from something in their possession
- When you judge someone you feel they should be deprived of something (your love, your company, your goodwill, their property, their freedom, etc.)
- A judgment can be right (righteous) or it can be wrong (unrighteous)
- Righteous judgment is when we desire to separate something from someone that is not rightfully theirs



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**Judgment Level Mind Set**

- Competition (there are winners and there are losers)
- There are good guys (who should be rewarded) and bad guys (who should be punished)
- There is a scarcity of resources (if you gain, I lose)



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**Eros Love**

- Eros is generally interpreted as erotic or sexual love, but it also describes love as desire
- Judgment level love is the love of self and the desire for what I want for myself
- "I want you" is an expression of desire
- At this level, I love what I see as beneficial and pleasurable to me, as in "I love ice cream"
- If you love those who love you, what's so special about that?



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### Wanting to Be Desired Is an Ego Trip

- Feeling "loved" by someone else can easily feed our ego because it enhances one's feeling of value and power
- After all, if someone desires you, then they are likely to do things to please you in order to "get" you
- As a result, many people mistake being desired (eros) for being loved (philia or agape)
- In fact, many people would rather experience eros towards them than experience philia or agape love




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### Give and Take Relationships

- People who are living on this level will refer to relationships as "give and take"
- The "giving" done on this level is bribing and manipulative because the "gifts" always have strings attached
- In essence, I give what I want to give in order to justify my "taking" what I want from the other person




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### The Thin Line Between Eros Love and Hate



- If what we previously desired brings us pain instead of pleasure, we stop loving (desiring it)
- We can become indifferent or even hate what we formerly claimed to love
- But, only eros love can turn to hate, agape love cannot

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### Judgment-Level Roles

- Long term relationship on this level require people to adopt one of two roles
- **Yang Role (Taker/Abuser)**
  - Has an inflated sense of entitlement
  - Believes in unconditional love (you should love me unconditionally)
  - Uses fear, intimidation, and punishment to get what they want
  - Derives a sense of power from the relationship
- **Yin Role (Giver/Enabler)**
  - Has a low sense of self-worth
  - Believes in unconditional love (I should love you unconditionally)
  - Uses submission, manipulation, and withholding to get what they want
  - Derives a sense of value (self-righteousness) from the relationship



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Justice

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- Relationships should be fair; you scratch my back, I'll scratch yours; treat me badly and I'll treat you badly
- People sometimes do good things and sometimes they do bad things; people should be rewarded for doing good things and punished when they do bad things
- Relationships should be "win/win," cooperation gives us more than completion

Justice Level Mind Set

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### Philia Love

- This is the “in love” feeling we have in relationships when our emotional needs are being met
- This is the love of all mutually beneficial relationships and includes:
  - Happy marriage and family love
  - Loyalty to friends and community
  - Virtue (treating others kindly and with respect)
  - Being equitable (honest and fair) with others




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### Emotional Bank Accounts

- When someone meets one of our emotional needs they make deposits
- When they do something that emotionally hurts us they make a withdrawal
- Feelings of being “in love” come from emotional bank accounts that are in the “black”
- When our emotional bank account is overdrawn (in the “red”) we fall “out of love”
- This is the conditional nature of philia love




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### Philia Relationships Require a Win/Win Mindset

- Only win/win relationships create lasting feelings of philia (relationship love)
- “A frame of mind and heart that constantly seeks mutual benefit in all human interactions. Win/Win means that agreements or solutions are mutually beneficial, mutually satisfying.. all parties feel good about the decision and are committed to the plan.”
  - Stephen R. Covey
- Win/lose and lose/win are judgment level relationships which eventually deteriorate into lose/lose relationships




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### Winning is Emotional, It's Not Logical



- Winning isn't physical, it's emotional
- A win is only a win when it makes a person *feel* good
- Even if a person logically is getting something they "want" (money, sex, material possessions, time, etc.) it's not a win if they don't feel good in the exchange

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### You Can't Define the Other Person's Win



- You define what is a win for you
- They define what is a win for them
- You can't give them what you think they ought to have, what you think they need, or what you're willing to give them and call it a win for them
- It has to be what they want
- That means you must be open and willing to listen and understand others

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### The Win/Lose Mindset

- My needs are more important than yours (self-love, lacking love for others)
- I am in charge (desire for power and control)
- You don't deserve to win (shaming the other person and trying to make them feel guilty)
- It's OK for me to harm you because you deserve it because of what you did to me (false sense of justice)



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### The Lose/Win Mindset

- Your needs are more important than mine (lack of self love)
- I am a victim (feeling undeserved guilt)
- I am unworthy of winning (feeling unworthy and experiencing toxic shame)
- I have to tolerate being mistreated to be a good person (false sense of right and wrong)
- This path ultimately leads to discouragement, depression and resentment on your part



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### The Lose/Lose Mindset

- I'm willing to lose if it makes you lose, too
- I don't care if I lose, I want revenge
- This is the mindset that creates war, a situation where nobody really wins
- A lose/lose mindset is toxic to both parties and the unhealthiest of all relationship patterns
- It is also the ultimate result of all lose/win and win/lose relationships



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### Arguments Are Power Struggles



- When we argue, we are generally trying to make the other person lose so we can win
- To break argument cycles we need to learn how to think win/win and be determined to seek that outcome in the disagreement
- This requires practice and commitment

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**Philia Exists in Freedom and Respect**

**Things that destroy philia include:**

- Using anger, threats, violence, or intimidation to attempt to control the other person
- Rewarding and punishing the other person to try to control them
- Demanding something for yourself that does not benefit the other person
- Showing disrespect by making belittling remarks
- Dishonesty

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**Overcoming a Lose/Win Mindset**

- Work on your sense of self-worth
- Recognize that ultimately the other person will also lose if you don't respect your own needs and desire
- Listen and really try to understand the real needs of the other person, but firmly say "no" to deals that aren't fair exchanges for you
- Voice your own needs; insist that you get something you want in exchange for what they want



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**Overcoming Win/Lose Mindset**

- Stop talking and listen
- Ask questions to understand not to interrogate
- Try to understand the other person's point of view, needs, desires and feelings (what's a win for them?)
- Don't accept a situation where you win at the other person's expense
- Recognize that you will ultimately lose if you accept a deal that works for you but doesn't benefit them



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### Win/Win Is NOT the Same as Compromise

- Compromise is a partial win and a partial loss for both parties
- While compromise is necessary sometimes, compromises will often deteriorate into lose/lose situations as neither party is completely satisfied




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### If Win/Win is Impossible, There is NO Deal

- NO Deal means that if you can't find a solution that benefits both parties, you agree to disagree peacefully
- NO Deal frees your energy from manipulation or submission because you don't have to make a deal
- It aids the process of win win




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### Children and Force

"Every child has a god in him. Our attempts to mold the child will turn the god into a devil. Children come to my school, little devils, hating the world, destructive, unmannerly, lying, thieving, bad tempered. In six months, they are happy, healthy children who do no evil."

"...there's no desire to attack authority; they're well fed and there's no resentment or anger. Come to Summerhill and you'll never find a handicapped child with a nickname (you know how cruel kids can be when someone stammers). You'll never find anyone needling a stammerer, never. There's no violence in these children, because no one is practicing violence on them, that's why."

A.S. Neill about the Summerhill school as quoted by Anthony de Mello in Awareness




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**Co-operation is Natural**

“...I am no genius, I am merely a man who refuses to guide the steps of children. I let them form their own values and the values are invariably good and social. The religion that makes people good makes people bad, but the religion known as freedom makes all people good, for it destroys the [inner] conflict that makes people devils.”

A.S. Neill as quoted by Anthony de Mello in Awareness




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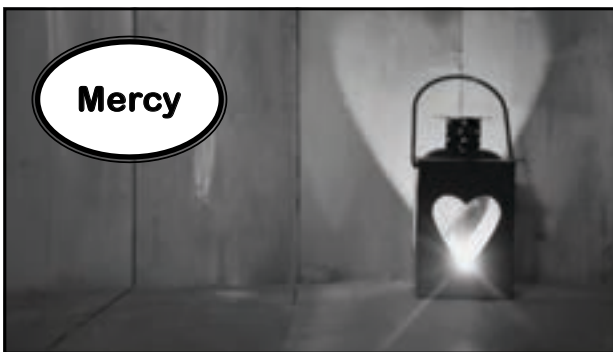
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**Mercy**

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**Mercy Level Mind Set**

- The universe is absolutely fair; how I treat others will determine my own future, how they treat me will determine theirs
- Only I determine whether I win or lose in the long run
- I need to treat everyone fairly, even those who consider me an enemy

“You can love a person dear to you with a human love, but an enemy can only be loved with divine love.”

Leo Tolstoy




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### Agape Love is Not Centered on People

- The experience of agape love is universal, not special
- Any love you feel towards one person or group of persons, and not to others, is not agape love
- Agape love is the love you feel for people most of us would consider "evil"
- Agape love is dependent on the giver, not the receiver




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### Agape Love is Indiscriminate

- Agape love arises from just being who you are, which means you are incapable of not giving it
- It loves everyone the same, including those most would consider enemies
- "Contemplate in astonishment the sheer goodness of the rose, the lamp, the tree, for there you have an image of what love is all about."  
—Anthony de Mello in the Way of Love




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### Agape Love Expects Nothing in Return

- There is no "investment" (that is a person benefit or return that is hoped for)
- There is no expectations either, not even that of a "thank you"
- Whether the person receives what is given or not, is none of no concern in the expression of agape love




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### Agape Love is not Conscious of Itself

- Anything we DO trying to be “loving” is not agape love as it is not natural or innate
- “Then shall the righteous answer him, saying, Lord, when saw we thee an hungred, and fed thee? or thirsty, and gave thee drink? When saw we thee a stranger, and took thee in? or naked, and clothed thee? Or when saw we thee sick, or in prison, and came unto thee?” —Matthew 25:37-39




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### Agape Love is Not “Blind”

- In his book *The Way of Love*, Antony de Mello says, “It is said that love is blind. But is it? Actually, nothing on earth is as clear-sighted as love.”
- God loves us and He sees each of us with perfect clarity
- We don’t see people clearly because we’re blinded by our attachment and desire
- If we saw people clearly, we would love them as God does




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### Mercy Level Relationships

- Based on agape or unconditional love and good-will towards others, including our enemies
- Service offered that is not done for others to see, random acts of kindness
- Forgiveness—letting go of our need for retribution for hurts or wrongs committed against us
- Gratitude—appreciating all our blessings (and our trials)
- Gifts—things we do for others with no thought of “what’s in it for me?”




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### The "Justice" in Mercy

- "Blessed are the merciful, for they shall obtain mercy."
- "Forgive us our debts as we forgive our debtors."
- When we extend mercy and forgiveness, the law of the harvest requires mercy and forgiveness be extended to us



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### Developing Mercy Level Consciousness

- Connect with the Divine and allow it to flow through you
- Give with no expectation of return, do "small things" everyday to bless others
- Receive everything in life with thankfulness, including challenges and difficulties
- Have no expectations that other people "should" treat you in any particular way
- Practice forgiveness, let go of the past and the "wrongs" you feel other people have done to you



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### Playing the Win-Win Relationship Game

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### Dysfunctional Role Models

- Many of us had bad role models for parents
- Plus, TV, movies and popular music display dysfunctional relationships most of the time
- According to various song lyrics
  - "Love hurts love scars love wounds and scars" (Love Hurts by the Everly Brothers)
  - "Love is not a victory march it's a cold and it's a broken Hallelujah" (Hallelujah by Leonard Cohen)
- If your relationships aren't working, you probably have to unlearn; I did

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### Win-Win is a Team Sport

- The only winning game in relationships is "win-win"
- To "win" in a relationship you have to take the position that it's not you or your partner that wins; it's the team, the two of you, that wins or loses
- Anything that benefits your partner benefits you and anything that harms your partner harms you; and vice-versa
- When viewed this way, differences become strengths

"Our differences become our strengths when we're united in a common goal!"



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### Teamwork Requires Roles and Rules

- Each player on a team must assume a particular position
- Another way to say this is that each player must understand their role on the team
- You must also have a partner who agrees to take another position or role on the team
- Games also have rules, so you have to decide what rules you're going to play by



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## Responsibilities and Rights



- All positions in a team have both responsibilities and rights (privileges)
- The rights (or privileges) of a role come by assuming the responsibilities of that role
- To try to claim the rights associated with that role without assuming the responsibilities of that role will destroy the team

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## Your Emotional Issues

- All of us have unresolved emotional issues that can "trigger" us into emotional reactions
- When this happens, we stop playing the game and act impulsively and emotionally
- These reactions are yours, not your partners
- Relationships help to bring out our issues so we can work through them
- Blaming the other person for activating your triggers is like blaming a rock for stubbing your toe
- Understand your triggers and communicate your feelings and needs without blaming the other players



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## The "Entitlement" Mentality

- The "entitlement" is that you owe me what I want, and I have to do nothing for you in return
- The entitlement mentality is narcissistic and takes all the "fun" relationship game for both players
- You control your actions (what you do for the other), but you cannot control what you receive back
- You only control one side of the relationship game



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### Primary Relationship Roles

<p><b>Yin (Follower)</b></p> <ul style="list-style-type: none"> <li>• This is the receiving role</li> <li>• The follower wants to be protected and cared for (cherished)</li> <li>• In exchange for being cherished, the follower needs to give respect to the leader</li> <li>• The cherisher retains the right to say "no" to anything the leader suggests which would harm them in anyway</li> <li>• Examples:             <ul style="list-style-type: none"> <li>• Child</li> <li>• Employee</li> <li>• Customer</li> <li>• Traditional role of a wife</li> </ul> </li> </ul>	<p><b>Yang (Leader)</b></p> <ul style="list-style-type: none"> <li>• This is the giving role</li> <li>• The leader wants to be listened to and respected</li> <li>• In exchange for being followed and respected, the leader must show the follower why it is in their interest, not his or her own, to do what is being suggested</li> <li>• Examples:             <ul style="list-style-type: none"> <li>• Parent</li> <li>• Employer</li> <li>• Businessman or salesperson</li> <li>• Traditional role of a husband</li> </ul> </li> </ul>
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### Learning to be Cherished

- If you want someone to cherish you, you first have to understand your own needs and wants and be able to communicate them
- You must also be willing to appreciate and show respect for a person who is willing to help you meet your needs
- Demanding someone else meets your needs is also tyranny, as is an entitlement mentality, where you think they should give to you and receive nothing in return




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### Respect is Earned

- Respect is a desire to be appreciated and accepted as the leader
- If a person wants to earn respect, they have to set aside their own emotional needs to care for the needs of others
- A leader, who leads for only self-serving purposes is a tyrant
- People may obey a tyrant out of fear, but the tyrant will never earn anyone's respect
- A good leader earns respect because his or her followers know that the leader has their best interest at heart




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### Earning Respect

- Parents earn respect (children's voluntary obedience and cooperation) when they lead children with firmness and love, always demonstrating that they care about the welfare of the child
- Businesses thrive when they understand their customer's needs and find ways to provide for those needs with outstanding service
- Employers earn the respect of their employees when they guide their employees with the intent of wanting to help them be successful at their job



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### Examples of Being Cherished

- Children whose parents love them and willingly provide for them, find that love is deepened and reinforced when they cooperate with parents wishes
- Customers who support businesses that provide excellent products and services find their lives are improved as a result of those products and services
- Employees who succeed at their jobs may be rewarded with increased compensation or perhaps even better employment opportunities



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### Reciprocal Roles

- Everyone is a leader in some roles and a follower in others
- We can be successful in both roles
- Good followers can also be good leaders because they understand what it's like to be in the supportive position
- Good leaders can be good followers because they know what they would like from their followers



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Practical Examples		
Relationship	Yang Role	Yin Role
<b>Business - Customer</b>	The business must understand the customer's needs and persuade the customer why it is their best interest to buy their product or service	Customer must compensate the business for the product or service they provide
<b>Parent - Child</b>	Parents must take care of the needs of the child providing them food, shelter, love, and other things the child needs, including discipline	Children must learn to contribute their share to the family and respect family rules and parental authority
<b>Owner - Employee</b>	The owner needs to provide financial and other compensation for the service the employee offers, including providing clear instructions about what needs to be done	The employee needs to perform the labor they have been assigned and respect the company's rules
<b>Spouses - Couples</b>	The giver role (leader) role in the relationship requires this person to care about the physical and emotional needs of their partner, including their feelings	The receiver role (supporter) role in the relationship must communicate their needs, appreciate their partners efforts to provide them, and show respect for the givers wishes

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### Please Don't Get Offended

- Individuals vary widely in temperament, attitudes and personality
- The traits we're talking about are very general, which means they do not apply universally to everyone
- The key is that there are differences between yang and yin energies
- The goal is not to put people in "boxes" but to improve understanding and communication



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### Liberating the Sexes



- Trying to create equality by eliminating difference isn't creating equality, it's creating *conformity*
- People of either sex should be valued for their strengths and supported in their weaknesses; that's what *relationship* is all about
- True liberation would see feminine (yin) qualities as being equally valuable as masculine (yang) qualities

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### Attraction



- Attraction comes from differences (like the north and south pole of a magnet)
- If male and female energy were the same there would be no attraction and bonding between the sexes
- Trying to be too much like the other sex kills attraction

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### Estrogen and Testosterone



- Estrogen and testosterone don't just create the physical differences we see between the sexes
- They also create differences in sensory awareness and brain function
- These differences are biological, not the result of social conditioning
- Understanding, rather than dismissing these differences creates better relationships between the sexes in all interactions between them

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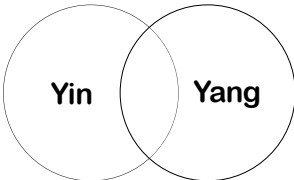
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### Overlap

- Fifteen to twenty percent of men have feminized brains, that is brains that have more feminine qualities
- About ten percent of women have masculinized brains, giving them more masculine qualities
- However, the gap still tends to be rather large
- What this means is that all the differences we discuss are generalities – individuals vary
- So like everything else in energetics masculinity (yang) and femininity (yin) exist in relationship to each other, not as absolutes



“Difference is not the opposite of equality. Equality means being free to chose the things we want to do, and difference means that, as men and women, we may not want to do the same things.”

Barbara and Allen Pease in *Why Men Don't Listen and Women Don't Read Maps*

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### Hormonal Effects on Sensory Input

Estrogen (Yin)	Testosterone (Yang)
<ul style="list-style-type: none"> <li>• Estrogen makes the senses more yin (receptive)</li> <li>• The average woman has                             <ul style="list-style-type: none"> <li>• Wider peripheral vision (about 180 degrees)</li> <li>• More cones (finer resolution to what they see)</li> <li>• Better hearing and ability to pick up nuances of speech</li> <li>• Thinner skin with more nerve endings</li> <li>• A keener sense of taste and smell</li> <li>• A better ability to pick up nuances of speech and connect verbal and nonverbal signals</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Testosterone makes the senses more action or goal oriented</li> <li>• The average man has                             <ul style="list-style-type: none"> <li>• A narrower field of vision (about 45 degrees)</li> <li>• The ability to see over greater distances and judge distance and size</li> <li>• Better ability to point where a sound is coming from</li> <li>• Have thicker skin with less nerve endings</li> <li>• Less keen taste and smell</li> <li>• Doesn't readily see contradictions between verbal and nonverbal signals</li> </ul> </li> </ul>

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### Giving and Receiving

Yin (Feminine)	Yang (Masculine)
<ul style="list-style-type: none"> <li>• Feminine energy needs to receive in order to give, which is why most women want to be courted before they give their affections</li> <li>• To occupy the yin role, a woman must learn to feel secure in receiving and only give back when she is happy with what she has received</li> <li>• To be in the feminine role, a woman must never give back more than she receives in a relationship with a man</li> </ul>	<ul style="list-style-type: none"> <li>• Masculine energy needs to give in order to feel good about receiving</li> <li>• To feel “manly” a man must feel like he is giving more than he is receiving, and that he has “earned” what he receives</li> <li>• Receiving more than he gives from a woman causes a man to feel like a boy and view his partner like a mother</li> </ul>

From *Staying Married and Loving It* by Patricia Allen

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### Attraction and Achievement

<p><b>Yin (Feminine)</b></p> <ul style="list-style-type: none"> <li>• Yin energy attracts, and highly feminine women like to feel attractive</li> <li>• They also tend to constantly doubt their attractiveness</li> <li>• “Women: Think of times when someone complimented your appearance. How long did that compliment satisfy your need? Even if at the time you believed the compliment, did you stop looking in the mirror?”</li> <li>• As a result, most women need to be constantly reassured of their desirability</li> </ul>	<p><b>Yang (Masculine)</b></p> <ul style="list-style-type: none"> <li>• Yang energy is achievement-oriented, and masculine men like to feel productive</li> <li>• They also tend to constantly doubt their ability to produce</li> <li>• “Men: Remember a time when you did something successful, and won praise. How did it feel? How long were you able to bask in the glow of glory? Did it stop you from seeking to be successful?”</li> <li>• As a result, most men need to be constantly reassured that their productivity is valued</li> </ul>
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Can you see the natural win-win in this?

*From The Enchantment of Opposites by Patricia Huntington Taylor*

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### Creating Win-Win

<p><b>Yin (Feminine)</b></p> <ul style="list-style-type: none"> <li>• Most women want to be noticed and have everything about them acknowledged</li> <li>• This includes             <ul style="list-style-type: none"> <li>• Her attractiveness (details, not generalities)</li> <li>• Her wants and desires</li> <li>• Her productivity, what she does for you</li> </ul> </li> <li>• The acknowledgment needs to be specific and detailed and can be embellished or even a little exaggerated</li> </ul>	<p><b>Yang (Masculine)</b></p> <ul style="list-style-type: none"> <li>• Most men crave appreciation (or admiration) for what they do</li> <li>• This includes             <ul style="list-style-type: none"> <li>• His work to provide</li> <li>• Things he does around the home or with the children</li> <li>• His performance as a lover</li> </ul> </li> <li>• When a woman smiles, touches, shows pleasure, or says “thank you” she gives the man a win</li> <li>• The acknowledgement needs to be brief and specific, without exaggeration</li> </ul>
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*Adapted from The Enchantment of Opposites by Patricia Huntington Taylor*

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### Improving Communication

<p><b>Yin (Feminine) Suggestions</b></p> <ol style="list-style-type: none"> <li>1. Make sure you have his attention (he can't listen and do something else at the same time)</li> <li>2. Keep it simple! Give him only one thing at a time to think about</li> <li>3. Men take turns talking, so when a man is having his turn, let him have it</li> <li>4. Don't offer a man advice unless he asks for it, instead express confidence in his ability to work things out</li> </ol>	<p><b>Yang (Masculine) Suggestions</b></p> <ul style="list-style-type: none"> <li>• Listen with your full attention, including watching her body language and listening to her vocal tone</li> <li>• Try to understand her feelings and don't take her feelings personally</li> <li>• Make her laugh; remember that communication is “foreplay”</li> <li>• She wants to be heard, not fixed, women often talk to gain empathy and relieve stress</li> </ul>
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*Adapted from The Enchantment of Opposites by Patricia Huntington Taylor*

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### Suggested Further Reading

- *Why Men Don't Listen and Women Can't Read Maps* by Allen and Barbara Pease
- *Why Men Don't Have a Clue and Women Always Need More Shoes* by Allen and Barbara Pease
- *Staying Married and Loving It* by Patricia Allen
- *Getting to "I Do"* by Patricia Allen
- *Self-Made Man* by Norah Vincent
- *His Needs, Her Needs* by William F. Harley, Jr.
- *Love Busters* by William F. Harley, Jr.
- *The Five Love Languages* by Gary Chapman
- *The Proper Care and Feeding of Husbands* by Laura Schlessinger
- *The Enchantment of Opposites* by Patricia Huntington Taylor

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### Question and Answer Time




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