

Back Matter...what's left when the author
runs out of ideas.

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Glossary

Accommodation: supplying some or all of the assistance one needs in order that they may accomplish a goal – however minor it appears to us. Friends make room in their heads for their friend’s eccentricities, strange opinions, differing philosophies, nutty mannerisms, and peculiar eating and dressing habits. Tolerance is a tool accommodators learn to use. If you can’t support it, ignore it. (Unless health or safety is at risk)

Actualize: Becoming the person you are ideally capable of being.

Affectations: Exhibiting a manner of behavior fabricated to impress those viewing us. You spend the weekend in Atlanta and now are speaking with a southern accent 3 weeks after your return.

Animal Magnetism: Sexual attraction.

Behavior Modification: The study or act of changing a person or animal’s usual reaction to a situation or specific stimuli. Raising your eyebrows dramatically causes your pet to expect a treat and therefore sit up in anticipation. Enough repetitions of placing the pet in the sit-up positions while raising your eyebrows *and* supplying the treat cause the pet to modify its behavior on your eyebrow cue.

Beliefs & Feelings: Our collected personal opinions or values and how we emotional react to what we perceive or believe we perceive. Our opinions color our perceptions, especially vividly when emotion is present or is activated. Beliefs and feelings attempt to guide behavior. Anxiety results when we choose to act in conflict with what we believe and feel is appropriate. Often people from similar backgrounds share similar beliefs/values and feelings, and therefore find relations with each other easier than those from backgrounds with *possibly* dissimilar beliefs and feelings.

Body Chemistry: The body has its own “medicine cabinet” and, depending on what we believe is happening, glands and organs in the body react with chemicals to serve the purpose and facilitate our needs. Emergencies, for instance, strengthen our muscles, and concentrate our power to focus. The term also can refer to like mindedness and similar energy levels.

Body Language: Positioning and moving the body and its parts in reaction to what is being thought. Often these are unconscious reactions. Skilled observers may be able to interpret what we are really thinking by viewing our behavior. A hand to the nose sometimes signals a mistruth being told or an unsavory thought being contemplated.

Chain Reaction: Reactions that seem to get a life of their own and prompt other actions, which in turn prompt more actions. Set up a series of objects that will fall into the next, one after the other, all started by a single action. Enter the realm of unintended consequences!

Charisma: The uncanny natural attraction some people generate. It is typically personality driven.

Comfort Zone: A situation that feels good. In your room with a favorite album playing perhaps, or together with a person with similar beliefs and values who lets you relax and just be yourself.

Commitment: To assure another of a course of action.

Confidante: One entrusted with another's confidential information.

Core Essentials: The defining elements of one's personality: courage, honesty, respect, humor, energy, resourcefulness, optimism, etc.

Cosmic Coordinates: When serving the greatest good relative to your unique combination of personality, talent and skill sets; whenever your essence is concentrated producing your best beneficial, unique, contribution. It might be said that you are currently at the intersection of your potential & opportunity.

Critical Mass: The point at which circumstances change, physical properties take on a new definition, our opinion alters, coincidence can no longer be ignored. Enough couples finally get on the dance floor that you feel like you won't be "the only people out there." Enough couples on the dance floor and the weight carrying characteristics are exceeded and the floor begins to collapse. Critical mass was achieved, figuratively speaking, in the first and actually in the last. When enough is enough, good or bad.

Cross Pollinate: An action serves to create a reaction which then reactively returns the favor to serve the server...a favor returned, so to speak.

Decode: The process the brain uses to convert incoming sounds, sights, smells, feelings, tastes into its own bio-chemical meaning.

De Rigueur: French for socially obligatory – a must do, like wearing a gown to the prom.

Defense Mechanisms: Our body comes equipped with certain automatic responses that serve to maintain its good health and happiness. Eyes blink when something comes too near to them. Memory suspends when awful events exceeds its limits to process the event. Glands secrete hormones to assist the body's capabilities to overcome the threat.

Dreams: Here to mean imagined ideal future circumstances, regarding careers, family life. Not unconscious, sleep induced dreams.

Dynamic Nature: The ability of a person to change their focus, attitude and energy to rise to the occasion with little or no preparation – on the spur of the moment. To move from assorted different tasks marshalling their enthusiasm and energy to meet the goal.

Empower: To provide or activate resources for achievement.

Enable: Help another accomplish. Not used here in the negative, i.e. to prevent another to escape their addiction or harmful behavior by supplying a necessary, negative resource(s) like money, drugs or shelter.

Encode: The process the brain uses to translate its ideas into meaningful communication so others may know what we are thinking – like speech and or body language.

Endorphin: Hormones that bind to opiate receptors reducing pain and increasing pleasure. A fuel for behavior modification.

Euphoria: The feeling of happiness, joy, bliss, well being.

Evolve: The transition from who we are to who we will become. Becoming.

Extroversion: An “extrovert.” A personality said to be outgoing. Tending to reach out to others, interact with them, and communicate freely with minimal reservations. Relaxed in a group.

Facilitator: One who assists or encourages another or others to accomplish their task. Often support groups have a person who starts the meeting by explaining the rules and goals of the group, ensures everyone participates appropriately within the time limits, and closes the meeting.

Golden Rule: “Do unto others as you would have them do unto you.” An axiom repeated in most religions.

Harmony: To interact in a fashion that maintains and encourages the individuality of each without harmful expense to any.

Harmonic Presence: A blissful state, present for perhaps no other reason than by the absence of conflict, chaos, or confusion.

Hidden Agenda: A purpose other than the one stated or expected that may drive the outcome and redirect the activity and purpose.

Highest & Best Use: Assuming a role that would have us best utilizing the current resources as well as our own talents and experience to facilitate everyone’s purposes, not just our own.

Hormones: Chemicals our bodies produce that act like a loudspeaker issuing a call to action to specific cells as they flow throughout the body. Hormones essentially reconfigure the body for a specific use by activating and/or deactivating specific cells that pertain to that purpose.

Intimate: Confidential, private as opposed to public information or behavior, typically kept private and limited to sharing with only trusted individuals. See Confidante. May also refer to physical or sexual.

Introversion: An “introvert.” Someone preferring privacy and likely uncomfortable in a group.

Law of Unintended Consequences: An imagined rule asserting the likelihood that not all results will be favorable, let alone be correctly

anticipated. The unbalanced wash machine pounds the wall that in turn shakes the topless jug of detergent loose from its perch above, causing it to empty a few ounces of its syrupy liquid onto the full basket waiting for the dryer. Who could have guessed you'd be washing a few items twice!

Leap of Faith: Exercising nerve held in reserve for those moments when circumstances don't support the belief that the goal about to be attempted can be actually realized. Failure appears more imminent. Notwithstanding, you go for it anyway. Your hope being that you will rise above it.

Life Plan: A person or couple's envisioned goals describing in detail how and why they will live their lives over its entirety and updated frequently.

Love: To experience a strong emotional kinship, attraction, affection, and dedication to another. See Index.

Metaphor: Reducing an object or opportunity to a concept to help explain something usually quite unlike it but sharing remarkable parallels. Child birth might be seen as a metaphor for graduation helping to explain how happiness and emotional distress mark the start of a new beginning in life with all its ripple effects on relationships, dress, behavior, expectations and experimentation - very different occasions, yet uncannily parallel in ways. The violin has provided many interesting metaphorical parallels for us.

Mission Statement: Primary purposes of group or organization.

Opiate: A drug; in this case, a hormone having narcotic qualities.

Persona: The projected appearance one wishes the public to view, as opposed to what actually is being felt by the person.

Possibility Thinking: An approach to one's circumstances, predicament or general philosophy that suggests one first look to what might be as opposed to what is or has happened. Taking stock of one's skill-set and resources at every turn and especially when fate deals us the crisis card. Setting emotion aside no matter the devastation or calamity to learn what can be salvaged, found, refashioned or invented to put us back on our track to fulfillment.

Preventive Maintenance: Attending to minor issues on a regular basis before they become major problems.

Provider-Protector: The traditional male role model in most societies, pre mid-twentieth century. Provide food as hunter and protection from attack. The traditional woman's role is described as Mother-Nurturer.

Punk'd: Create a scenario that attempts to fool the target person or people into believing they are in a crisis, and then aggravate it to a point of maximum tension before unveiling the plot and releasing the emotionally wrought to a state of relief and laughter to entertain all – hopefully.

Recognition: Appreciation, approval, affirmation, awareness, authentication, applause, respect, valuation, credit. Our blasting cap.

Reflective Vision: Reverse your perspective. Put yourself in another person's shoes; seeing and feeling what it is like to be them. Now bring your skill set and presence to their aid. How would I help myself right now if I were in their situation, knowing what I know – from my perspective?

Reflex Action: Behavior in response to action. Unconscious reaction to a stimulus. Doctor pops your knee with a rubber mallet and

Reinforcement: To encourage a habit or response to a specific stimulus. Training uses reinforcement, usually a repetitious reward, to set a specific expectation – getting the reward, to be anticipated as the direct result of the cue or stimuli. The customer raises her glass and the bartender stops what she's doing to make another cocktail and serve it quickly. The customer paying cash with \$5 for the \$2.75 drink leaves the change as the tip. Bartender and other service workers quickly learn to respond promptly to good tippers since their hourly pay is usually low and their income depends on what they make directly from their patron's tips. To Insure Prompt Service – TIPS.

Role Play: To behave in the manner of a person performing a particular occupation or task for purpose of instruction. "Okay, so everyone understands how to properly react to a table of rowdy cowboys in town for the rodeo. Let's have Juanita be the waitress and Tom and I will be the cowboys giving her a hard time. Cuddy will be the manager. Let's see how

Juanita goes immediately on defense for the cowboys when Cuddy asks if everything is all right to her at their table. They, sensing her 'take a bullet' for them, immediately settle down and become model good old boys, still having a great time. Okay Juanita, approach our table and let's act it out."

Screening: Selection based on specific criteria.

Self Actualize: See *actualize*.

Skill Set: The collection of talents, strategies, techniques, motor skills and know-how one uses to carry out a task.

Stimulus: An action that may provoke a reaction.

String Set: A metaphor for a person's talent, skills, personality, and virtues that combine to complete the picture of the individual. Instincts, intuitions, and experiences are present just behind the curtain influencing the actor as well.

Sunshine: That helping, caring, encouraging, facilitating behavior that broadcasts beyond the intended receiver to attract the attention and admiration of others.

Synergy: A magical alliance where actions and reactions occur to create a multiplication instead of an addition with each other. One child + one baby-sitter = two. Three babysitters + one child = four. However, One babysitter + three children = Five. Again, one task + one talent = accomplishment. However, two talents + one task = art.

Talent: Propensity to excel at a particular endeavor. An aptitude, flair, genius, capability for accomplishing that which would challenge the average person to a point of frustration or failure.

Temporary Infatuation: A very strong but passing interest in another.

TIVO: The television recorder that allows programs to be selected in advance and recorded automatically. It also allows live as well as recorded programs to be stopped, slow motioned, and fast forwarded.

Traits: Used here, personality features like energetic, quiet, caring, boisterous, bold. See the list in Appendix B.

Trial & Error: A system of learning through trying and failing, eliminating flawed possibilities to eventually come to a “best” solution. Edison failed thousands of times eliminating possibilities while accumulating knowledge of the subject to finally produce the light bulb and a series of amazing machines, the record player being one, mother of the CD player.

Try-Out Dates: A clever method for minimizing one’s exposure to initial possible badly ending dates by hooking up with friends later in the evening. By decreasing the one on one length of time exposed, one dilutes exposure to potential jerks and gains a different perspective of the guy’s behavior by adding friends to the mix. Now there’s three of you to critique him later.

Unconscious mind: The wonderful mental faculty at everyone’s disposal (it’s free) that’s great for lots of stuff – like doing research and producing hunches. Thinking that occurs without our awareness.

Validate: To confirm, affirm, authenticate. Used here it means to communicate to him that his role is romantic and not furniture mover.

Virtues: That which makes people and animals delightful. Courage is first because it empowers the rest. It gives one the power to enforce under great duress the others, like honesty and fidelity.

Vision: The ability to look into what might be and describe the details. Imagination is “key” to vision. Imagining yourself in the future at your highest and best use gives your unconscious mind a destination to navigate your behavior toward. Hunches and intuition guide your path. Curiosity pulls you forward into the unknown. The farther you travel your blissful life path the more you become empowered to continue. The primary task of your partner is to encourage that voyage... and share the chores.

War Story: Very challenging personal experience. Reveals character traits. May contain distortions, exaggerations and lack objectivity.

Whisper Power: The knack of creating a vacuum in the listener’s ear for your message.

Appendix A: The Prospect's Interview

Fill in the blanks. Over a period of two coffees/sodas and two try-out dates you should attempt to answer these questions. Stay casual but focused. Go easy on the caffeine. Share your background but keep your stories brief. Smile. You may have struck gold. Find out!

Home and Parents

Farm Raised___ Like__ Disliked __

Small town___ Like__ Disliked __

Suburbs__Like__Disliked

Big City ___ Like__ Disliked __

At the Beach__ In the Mountains__ Another Country__

Only Child__ Like__ Disliked __

Brothers#__ Like__ Disliked __ Sisters#__ Like__ Disliked

He's the Oldest__, Youngest__, Middle__

Parents

Two__ One__

Likes Father __ Dislikes __

Likes Mother __ Dislikes __

Step Parents

Two __ One __

Likes Step Father __ Dislikes __

Likes Step Mother __ Dislikes __

Both Work __ Work a lot__ Family Weekend__

Mom/Step Mom Stays at Home__

Mom/Step Mom works__

Dad/Step works __Dad/Step Dad stays at Home__

Father/Mother an Attorney__Politician__

Public School __ Home Schooled__Private__ Boarding__

Liked School__ Disliked School __

Grades Good __ Great__ Just Passing__

Involved in Sports__ Clubs__ Activities__Loner__ Rebel__

Church

Attended__ Attends___ Fervor___(1 – 5)

Believer__ Strong __ Medium___ Not at All __

Career

Major_____

Minor_____

Not Declared_____

No Idea_____

Artist__ Scientist___ Introvert__ Extrovert__ Team Player __

Lone Operative __ Thinker/Planner__ Planner/Designer__ Doer__

Consider for a moment his and your general intelligence, common sense, energy, courage, cleanliness, religiosity, and... drive.

Million Dollar Questions:

1) “Todd, if you won the Million Dollar Lottery, how would it change the second twelve months of your life?” (Can guess the first.)

“How would you apply your talents, drive, and imagination to being productive and proud of your accomplishments the rest of your life?”

2) “So John, what sorts of things are you most curious and intrigued with? Or put another way, what job in that area would you love to do so much you’d work for room and board? Anything come close?”

3) “Oh really, so recall for me a situation, John, where you thought you were going to fail and you somehow turned it around and triumphed in spite of the odds. You were like, amazing!”

Do the answers talk about others or just him. Is he helping or hoarding. Is he mature or adolescent-like. Is he imaginative or without ideas of his own. Is he complacent or have a fire for life in his belly. Is he a winner or a loser? Are you buying what this guy is selling? Will your best friends like him? Will he like your best friends? Would you trust him to take care of your pet for a week?

Appendix B: Rate Your Prospect

Character –Talents - Personality

1 2 3 4 5

Achiever
Ambition
Articulate
Bully
Cheap
Creative
Compassion
Confusing
Courage
Curiosity
Cuteness
Courtesy
Dependability
Determination
Dominating
Drinker
Drive
Egotism
Empathy
Energy
Evasive
Excessive
Extravagant
Fair Play
Flirty
Funny
Good Will
Goofy
Happy

1 2 3 4 5

Helper
Honesty
Hot Tempered
Humility
Humor
Integrity
Intelligence
Intimidating
Kind
Loud/Quiet
Manners
Maturity
Morality
Opinionated
Optimism
Passionate
Patience
Persistence
Possibility Thinking
Positive Attitude
Resourcefulness
Self Esteem
Sensitivity
Silly
Smoker
Snobbery
Submissive
Talented
Teaser
Timid
Underachiever
Wimpish
Wise

Appendix C: Event Journal

“Sharing the Stage”

Memorable events should be journaled. They are the seasoning in your life, good or bad. Later you may see it all as good. Time provides experience which should give you a broader perspective. In any event, let your memory for details be noted here and be sure to date each event with this guy. You will be surprised at what you learn by reading it back to yourself in as little as a week and certainly a month. Monitor your feelings, understand where this is going.

Great Good Crummy

Date
 Time
 Place
 Event
 Holiday
 Weekend
 Weekday
 First Coffee at
 Second Coffee at
 First Date at
 Second Date at
 Double date whoelse
 I think I'm in luv
 I think I'm in trouble
 I think I hate him
 I think he likes me
 I think he's a horn dog
 I think he really thinks I'm hot!
 I think he's hot

What Happened...write as vividly as the event requires.

Caution your grandchildren may read this.

He did

I did

He said

I said

He laughed

I laughed

I wish I would...

I wish he would ...

So today he learned this about me or my dreams (goals)

So here's what I learned about him or his dreams

If a dream, what would the next mini-step be to helping him or me attain it?

How do I feel about asking or telling him?

General Observation about us:

Appendix D: Three Things You Must Learn About Him

Jot down his favorite story, his grandest dream, and his best role model. What will you learn about him that will later prove to help immensely if you take down some quick notes now, while they're vivid?

Example: You just came back from your second coffee shop meeting with him and now's the time to record it.

Imagine now its seven weeks later. You've really got some mixed feelings and you'd love to resolve them. Go to these notes. There may be revelations waiting for you here. One will be perspective. You will recall your enthusiasm and quickly compare it to now, _____ weeks later. It will be worth the time now if you're on the fence about him later.

Open a new document on your PC and title it Chem Notes or whatever class you took last semester just in case somebody peaks. Code his name in case somebody does a search or just print it out then delete the .doc lest a goblin put it on the net...eeeck!

His Favorite Story: Profile it
His Favorite Story: Write it down

His Grandest Dream: Profile it,
His Grandest Dream: Write it down

His Best Role Model: Profile it
His Best Role Model: Write it down

His Favorite Story: Profile it

Happy or sad?
Fun or not?
Day or night?
Life threatening?
Super high energy?
Within the law/not?
Complex or simple?
How scared was he?
Was respect involved?
How was his self esteem affected?
Is the story believable?
How much did he exaggerate?
Does the story have any heroes?
Any villains?
Is his family central to it?
What level of enthusiasm does it show?
How deeply passionate is he?
Is anger, revenge, ill will involved?
How seriously was he tested?
Is the telling of it emphasize the conflict or the resolution?
Is his emphasis on the pain he went through or the joy of coming through it?
Is the theme about winning against all odds?
Does he gain something grand or suffer a major loss?
Is he clearly glad it happened because he learned, because he survived, simply because he won, because someone else was helped, or because it was a thrill. Did revenge play a key role?

His Favorite Story: Write it down

His Grandest Dream: Profile it

Fun or not?
Super high energy?
Complex or simple?
How much respect will he have then?
How passionate is he about it?
How passionate is he normally?
Does it involve moving?
Moving frequently?
Is the dream wildly achievable or totally ridiculous?
Will it take long to achieve?
What special preparations is he planning?
How realistic or fantastic is it?
Is his family central to it?
What level of enthusiasm does he show?
How deeply passionate is he?
Will it make him rich?
How about famous?
How about happy?
How about contented?
Will it be fun getting there?
Will it be draining?
Will the kids see their father?
Will it be stressful getting there?
Will it be stressful being there?

His Grandest Dream: Record it

His Best Role Model: Profile Him

His Father?
Sports hero?
Athletic
Movie star
Soldier
Businessman
Family man
Character in fiction
Super Hero
Smart
Rich
Brave
Handsome
Manly
Competitor
Achiever
Leader
Team player
Spiritual
Religious

How does he compare to the role model?

Is he really trying to copy him?

Does he study the person?

Is it the emotional, mental, physical, or all that he admires in his role model?

What doesn't he care for in him?

His Best Role Model: Write about it.

Appendix E: Quotes by Famous People

“Admiration is a very short-lived passion that immediately decays upon growing familiar with its object, unless it be still fed with fresh discoveries, and kept alive by a new perpetual succession of miracles rising up to its view.” Joseph Addison

“No act of kindness, no matter how small, is ever wasted.” Aesop

“Without passion man is a mere latent force and possibility, like the flint which awaits the shock of the iron before it can give forth its spark.”
Henri Frederic Amiel

“A woman who is convinced that she deserves to accept only the best... challenges herself to give the best. Then she is living phenomenally.”
Maya Angelou

“Men show their character in nothing more clearly than by what they find laughable.” Anon

“Small stuff becomes a big deal with sufficient repetitions.”
Mighty Oak re: Gnawing Beaver, Anonymous

“A girl’s gotta do what a girl’s gotta do.” Anonymous

“All is fair in love and war” Lyric, Al Dubin

“Love is, above all, the gift of oneself.” Jean Anouilh

“All the affectionate feelings of one for others are extensions of his feelings for himself.” Aristotle

“In all things of nature there is something of the marvelous.” Aristotle

“Happiness does not consist in pastimes and amusements but in virtuous activities.” Aristotle

“There are two things that people want more than sex and money, recognition and praise.” Mary Kay Ash, founder Mary Kay Cosmetics

“There is no greater invitation to love than loving first.” St. Augustine

“We cannot command Nature except by obeying her.” Francis Bacon

“See into life, don't just look at it.” Anne Baxter

“It takes a lot of courage to show your dreams to someone else.”
Erma Bombeck

“Creativity comes from trust. Trust your instincts. And never hope more than you work.” Rita Mae Brown

“Friendship is a strong and habitual inclination in two persons to promote the good and happiness of one another.” Eustace Budgell

“I saw the angel in the marble and carved until I set him free.”
Michelangelo Buonarroti

“Sarcasm is the language of the devil, for which reason I have long since renounced it.” Thomas Carlyle

“In prayer, more is accomplished by listening than by talking.”
Jane Francis De Chantal

“Praise, when it is not deserved, is the severest satire and abuse.”
Lord Chesterfield

“The cure for all ills and wrongs, the cares, the sorrows and the crimes of humanity, all lie in the one word 'love.' It is the divine vitality that everywhere produces and restores life.” Lydia Maria Child

“To give and receive advice - the former with freedom and yet without bitterness, the latter with patience and without irritation - is peculiarly appropriate to genuine friendship.” Cicero

"I hear and I forget. I see and I remember. I do and I understand."
Confucius

"Human subtlety will never devise an invention more beautiful, more simple or more direct than does Nature, because in her inventions, nothing is lacking and nothing is superfluous." Leonardo DaVinci

"Principles for the Development of a Complete Mind: Study the science of art. Study the art of science. Develop your senses - especially learn how to see. Realize that everything connects to everything else." Leonardo DaVinci

"Look deep into nature, and then you will understand everything better."
Albert Einstein

"Leadership is the art of getting someone else to do something you want done because he wants to do it." Dwight D. Eisenhower

"No change of circumstances can repair a defect of character."
Ralph Waldo Emerson

"Do not go where the path may lead, go instead where there is no path and leave a trail." Ralph Waldo Emerson

"My best friend is the one who brings out the best in me." Henry Ford

"A man is already halfway in love with any woman who listens to him."
Brendan Francis

"For it was not into my ear you whispered, but into my heart. It was not my lips you kissed, but my soul." Judy Garland

"The metaphor is perhaps one of man's most fruitful potentialities. Its efficacy verges on magic, and it seems a tool for creation which God forgot inside one of His creatures when He made him." Jose Ortega y Gasset

"By learning to contact, listen to, and act on our intuition, we can directly connect to the higher power of the universe and allow it to be our guiding force." Shakti Gawain

"We choose our joys and sorrows long before we experience them."
Kahlil Gibran

"Knowledge of the self is the mother of all knowledge. So it is incumbent on me to know my self, to know it completely, to know its minutiae, its characteristics, its subtleties, and its very atoms."
Kahlil Gibran, "The Philosophy of Logic"

"We don't know who we are until we see what we can do." Martha Grimes

"Everyday I'm building a fire. And everyday I train and add more fuel. And at just the right moment I light the match." Mia Hamm

"There is nothing better than the encouragement of a good friend."
Katherine Hathaway

"Never try to teach a pig to sing; it's a waste of time and it annoys the pig".
Robert A. Heinlein

"Concordia discors." Horace, Harmony in Discord

"The supreme happiness in life is the conviction that we are loved - loved for ourselves, or rather, loved in spite of ourselves." Victor Hugo

"Love makes your soul crawl out from its hiding place."
Zora Neale Hurston

"It would be so cool to create a harness, dude, designed just for you and when you were in it every cool part of you would just be maxed-out and people would be in awe of what you could really do." Iggy & Imagineers

"Love can sometimes be magic. But magic can sometimes...just be an illusion." Javan

"Don't compromise yourself; you are all you've got." Janis Joplin

"Well, I can wear heels now." Nicole Kidman

"The best and most beautiful things in the world cannot be seen or even touched - they must be felt with the heart." Helen Keller

"Character cannot be developed in ease and quiet. Only through experience of trial and suffering can the soul be strengthened, ambition inspired, and success achieved." Helen Keller

"People must help one another; it is nature's law." LaFontaine

"It is good to have an end to journey toward, but it is the journey that matters in the end." Ursula K. LeGuin

"Very often the only way to get a quality in reality is to start behaving as if you already had it." C.S. Lewis

"Courage is not simply one of the virtues, but the form of every virtue at the testing point." Clive Staples Lewis

"Fear makes strangers of people who would be friends." Shirley MacLaine

"You can tell whether a man is clever by his answers. You can tell whether a man is wise by his questions." Naguib, Mahfouz

"It's good to shut up sometimes." Marcel Marceau

"There are always flowers for those who want to see them."
Henri Matisse

"When you choose your friends, don't be short-changed by choosing personality over character." W. Somerset Maugham

"Never believe that a few caring people can't change the world. For, indeed, that's all who ever have." Margaret Mead

"I saw the angel in the marble and carved until I set him free."
Michelangelo Buonarroti

"If one should say to thee, thou art a donkey, do not mind; if two speak thus, purchase a saddle for thyself." Midrash, Rabbinical writings

“Even though you may want to move forward in your life, you may have one foot on the brakes. In order to be free, we must learn how to let go. Release the hurt. Release the fear. Refuse to entertain your old pain. The energy it takes to hang onto the past is holding you back from a new life. What is it you would let go of today?” Mary Manin Morrissey

“When you call upon a Thoroughbred, he gives you all the speed, strength of heart and sinew in him. When you call on a jackass, he kicks.”
Patricia Neal

“And the day came when the risk to remain tight in a bud was more painful than the risk it took to blossom.” Anais Nin

"None of us knows what the next change is going to be, what unexpected opportunity is just around the corner, waiting a few months or a few years to change all the tenor of our lives." Kathleen Norris

“I don't know that there are any short cuts to doing a good job.”
Sandra Day O'Connor, U.S. Supreme Court Justice

“Sometimes people fall in love with people they shouldn't marry.”
Anonymous

“I don't judge others. I say if you feel good with what you're doing, let your freak flag fly.” Sarah Jessica Parker

“You'll never do a whole lot unless you're brave enough to try.”
Dolly Parton

“Chance favors the prepared mind.” Louis Pasteur

“Besides pride, loyalty, discipline, heart, and mind, confidence is the key to all the locks.” Joe Paterno, Penn State

“The will to win is important, but the will to prepare is vital.”
Joe Paterno, Penn State

“Success is how high you bounce when you hit bottom.”
General George Patton

"He conquers who endures." Persius

"Love is friendship set to music." Anonymous

"What men and women need is encouragement...Instead of always harping on a man's faults, tell him of his virtues. Try to pull him out of his rut of bad habits." Eleanor H Porter

"Don't think there are no crocodiles because the water is calm."
Malayan Proverb

"Listen or thy tongue will keep thee deaf." Native American Proverb

"The prompter the refusal, the less the disappointment."
Publius Syrus (85-43 B.C.)

"So many of our dreams at first seem impossible, then they seem improbable, and then, when we summon the will, they soon become inevitable." Christopher Reeve

"When I see a bird that walks like a duck and swims like a duck and quacks like a duck, I call that bird a duck." James Whitcomb Riley

"One's philosophy is not best expressed in words; it is expressed in the choices one makes... and the choices we make are ultimately our responsibility." Eleanor Roosevelt

"The giving of love is an education in itself." Eleanor Roosevelt

"You gain strength, courage, and confidence by every experience in which you really stop to look fear in the face. You are able to say to yourself, "I have lived through this horror. I can take the next thing that comes along." . . . You must do the thing you think you cannot do." Eleanor Roosevelt

"Only a man's character is the real criterion of worth." Eleanor Roosevelt

"The future belongs to those who believe in the beauty of their dreams."
Eleanor Roosevelt

"Always design a thing by considering it in its next larger context - a chair in a room, a room in a house, a house in an environment, an environment in a city plan." Eliel Saarinen

"If one does not know to which port one is sailing, no wind is favorable."
Seneca

"Wisdom begins in wonder." Socrates

"The answer is in thy heart. Thee can always hear it, if thee listens for it."
Elizabeth George Speare

"A very small degree of hope is sufficient to cause the birth of love."
Stendhal

"Illegitimus non carborundum." Latin "Don't let the bastards grind you down." Gen. Joseph Stilwell

"To fall in love is easy, even to remain in it is not difficult; our human loneliness is cause enough. But it is a hard quest worth making to find a comrade through whose steady presence one becomes steadily the person one desires to be." Anna Louise Strang

"I once read that, in any good marriage, one partner is the gardener and the other is the garden. My husband and I take turns." Anonymous

"After the verb 'to Love,' 'to Help' is the most beautiful verb in the world."
Bertha von Suttner

"We deceive ourselves when we fancy that only weakness needs support. Strength needs it far more." Madame Swetchine

"Deeds of kindness are equal in weight to all the commandments."
Talmud, Rabbinical writings.

"I hold it true, what'er befall;
I feel it, when I sorrow most;
'Tis better to have loved and lost
Than never to have loved at all." Alfred Lord Tennyson

"Go confidently in the direction of your dreams. Live the life you have imagined." Henry David Thoreau

"It is one of the beautiful compensations of this life that no one can sincerely try to help another without helping himself."
Charles Dudley Warner

"The doors we open and close each day decide the lives we live."
Flora Whittemore

"Sexiness wears thin after a while and beauty fades, but to be married to a man who makes you laugh every day, ah, now that's a real treat."
Joanne Woodward

"The sweetest of all sounds is praise." Xenophon

"The answer is in thy heart. Thee can always hear it, if thee listens for it."
Elizabeth George Speare

"Never believe that a few caring people can't change the world.
For, indeed, that's all who ever have."

Margaret Mead

Appendix F Dialogue Finder by Essay

The Most Powerful Compliment – 7

Once they finish their story, your line of conversation with them should pursue the talent or skill their story illustrates. Remark by doing a little summary which lets them know you were into what they were saying and understood it. From your perspective, think, “If I get it wrong, they’ll correct me and just proceed.” No problem. Try correlating the story to their major in school or similar interest.

Me: “So what I heard you say in that great story about drawing and sending cartoons of certain professor’s behavior to your college paper’s editor is that you really get off spoofing authority. And I think you mentioned you’re a Poli-Sci major but you haven’t got a clue what you’ll use it for, is that right?”

Her: “Yea. Our family is all about politics, so I think growing up with it just made it a natural choice.”

Me: “So just how good is your cartooning?”

Her: “Oh I’m good, but I’m not into comic books or whimsical social commentary like the funny papers.”

Me: “I can picture you being paid to raise some serious hell on the editorial pages of a big city newspaper as a syndicated political cartoonist though. I definitely sense a strong attitude. Is that an impossible thought?”

Her: “Well, my father wants me to be a political consultant with his brother’s firm at the state capitol, but it sounds pretty boring, I admit. I’m kind of the black sheep of the family – sort of an independent spirit. I can’t really picture myself telling somebody the right things to say to get elected. In fact, that kind of social hypocrisy makes me ill just thinking about it.”

Me: “Oh, well that rules out political satire then, doesn’t it?”

Her: (Wheels start turning in her head. A look of mischief comes over her face) "I've gotta go punch in, I'm third on... I think my uncle hates you!"

Screening - 19

Fun facts like his major or minor, class load, where he lives on or off campus, favorite hangouts, sports, music, movies, foods and how he likes his roommate are great ice breakers. However, you should *plan* to move on to the questions that will reveal core issues. Answers to questions about where he grew up lead to important stuff like what his family life was like, and the quality of his relationship to his mother and father, sisters and brothers, will reveal substantial information about this fellow. It never ceases to amaze me what people will tell you during a one-on-one conversation, if you just take the time to ask. Take this exchange, for example:

You: So, growing up on a farm must have been quite an experience. Were your mom and dad both busy all the time with the farming?

Him: Actually no, my mom ran away with the vacuum cleaner salesman when I was ten, and our oldest sister raised us until I was in high school.

You: Oh my god! How awful! Did you ever see her again?

Him: Yeah, she's a corporate headhunter in New York. I really *hate her* for what she did to us and my dad.

You: So did your father ever marry again?

Him: Oh yes - great lady. We all really love her. Her name's Jeri and she's really a wonderful person.

A simple conversation can provide priceless insight. Recognizing this person's experiences and traumas may shed light on subsequent behavior. Crisis weakens some and strengthens others. What did it do to him? Continue to listen and ask questions as long as you want to listen and he wants to talk. Order another latte, and watch the human drama unfold. You may both be witnessing the birth of a splendid new relationship. It's like unwrapping a present, peeling back the layers of paper and ribbon to reveal

what's inside. Use patience, care and respect, and you'll be rewarded with what you learn. What's the stuff that this guy is made of? Do you feel empowered in his presence?

The Conversation - 36

Once you make-over your perspective and reorient your focus from "What's happenin?" to "Let me tell you something cool I noticed about you today!" you will be in charge of what goes on in your head when these spontaneous moments explode in your life. Let's just take a leap here and say a prospect comes into your sights, somebody you would consider going out with. Maybe it's a guy you have been scoping at the Union for some time. He's in the food court, seated at the table beside you. You notice a textbook lying by his plate that suggests engineering. You've been practicing the last few weeks, so you're ready... if you can just think of something to say about engineering.

You: "Hi, excuse me, I couldn't help but notice your engineering book."

Him: "Huh? Oh, sorry. Didn't realize you were speaking to me. I was just wondering how I can get my bike out of a tree behind our apartment. I live with some guys that consider themselves clever to a point of inconvenience sometimes. I'm sorry, what were you saying?"

(You decide to set aside the obvious conversation about his clever friends and stay with your original plan, *him*.)

You: "I take it that by your books there that you are an engineering major."

Him: "Yes, actually the mechanical kind." He grins.

You: "You must have quite a memory, with all those formulas and stuff. Were you able to memorize things easily all your life?"

Him: "Ah, not really. I mean, stuff like poems and dates in history I'm really pretty bad with, but my mom used to really get on me to study my homework. So I usually got it, but it took a lot of work."

You: “Is your mother a literary type, an artist... or a scientific type like you appear to be? By the way, you seem very poised, self confident.” (He doesn’t, but you’re going to drop a hot one on him to take a quick peek inside “his violin case” - might be a major string there you can play.)

Him: “Whoa, you really think so? Actually, I’m quite nervous. I mean not because of you, but just generally around people I first meet.”

You: “Wow, it’s not often a guy will admit to being nervous. It’s nice to meet someone who isn’t scared to be honest. Hey, I’ve actually got to run. I’m sure I’ll see you around.” And with a grin, “Maybe next time you can tell me how the bike in the tree story turns out.”

Him: “Sure, you bet. I’ll tell you all about it.” He waves as you get up.

If you need to kill some time while you eat ask him about the best prank he’s ever pulled. Wow, now you’re going to hear passion and drama in a short story that will speak volumes!

Assembling His Composite - 61

Morsel Mining

If your appraisal of his character and personality fit your criteria, make you feel warm and fuzzy, satisfy both your head and your heart, then proceed to validate the role you project him providing in a relationship with you.

You: “I can see the two of us in a relationship down the road.” (Admittedly, it could be a short road, but factor some extra time in there for the revelations that are sure to follow his initial sales pitch to you.)

Him: “A relationship, eh? What sort would that be?”

You: “The romantic kind.”

Him: “Whew, I was hoping that would be the one – but a guy never knows with ladies these days.”

You: "Oh, have you had some ladies use you for other things?"

Him: "Ah, yes! Like furniture mover, bicycle mechanic, jealousy pawn, chemistry tutor, counselor... In your case, I prefer the role of boyfriend."

You: "Boyfriend, eh? Seems like you might fit the part. What a coincidence; I'll be holding auditions this month! Let's start with *friend* and see how that goes."

Him: "All month?"

You: "How long are *your* auditions?"

Him: "Oh, well it depends."

You: (you raise an eyebrow) "I see, and what criteria do you use?"

Each morsel is a clue. The first "audition criteria" he states is *smile*. You repeat his statements.

You: "Smile. I see. And what does smile do for you?"

You and he can have all kinds of fun as you bore into his mind, examining some of his statements and having sport with others that seem humorous to him. You take turns, like tennis, serving sometimes, other times returning the ball. You're learning more than one might suspect. You are learning how you both take turns, how you play together, if he likes to hear your opinion or just his own. But remember to do a lot more listening than talking. You already live with you. You want to learn if you'd like to live with him. What are his passions? Make him fully energize his reasoning circuits and chase around his brain for answers. Is he nimble, alert, quick and sensible... or confused, irrational and slow? Does his brain enamor you or put you off? Is he cute or a slug?

Flattery Encouraged - 83

We're trained to avoid showing off or bragging about ourselves... but we do. I really never gave it much thought before, but it seems the only

time we're allowed to get away with flattering ourselves in public is when it's a spontaneous, emotional outbreak. After all, these gestures are just emotional, ego effervescing, as natural as a reflex hiccup and just as harmless! Take this exchange, for example...

Security: "You should have seen Chris last night "lose" the table of rowdies from her section with the proclamation it was free cover and amateur night at the gentleman's club on the south side of town. Ha! They just chugged their beers and had vanished by the time Cuddy and Doug showed up to move them out the door."

Chris: "Oh my gosh, you guys... I was like at the top of my game last night! I'm serious! I was smokin' hot. I was carrying three pitchers overhead in each hand and just blowing through the crowd like I was on rollerblades. Wow! Last night was awesome!"

Boasts are usually stuff people would never plan to say... and yet there's an obvious place for it. The more I heard our staff call attention in a proud yet exuberant way to their victories, the more I realized they'd created a real breakthrough for themselves. It's a wonderful method for reinforcing positive behavior - something we all need and it delighted the people who respected them. What a remarkable combination!

Robust Self Worth - 85

Be certain... There is a stark difference between a healthy, vibrant self image and the sick pomposity of the over-inflated egomaniac whose boasts do not compare with his or her reality. Honest self appraisal is unknown to this narcissistic, self absorbed, haughty, conceited, hollow, shadow of a person. Their ability to engage in constant self inflation in the face of obvious surrounding character deficits is a sight to behold. Do not confuse people who accent their dress with the color red for the matador entirely dressed in red, who for reasons of machismo, surrounds himself with bull. Check out the different types of "accenting" happening in the episodes below.

Clever and Persistent

Security (sweeping) to "Opening" Bartender (mopping): "Hey, did that drummer in the band eat all your fruit again? I could use an orange wedge or two or nine!"

Opening Bartender: "Yes, and you can also have a mouthful of maraschinos 'cause my clever self figured out how to get the lid off solo!"

(The previous night it took two security to get the lid off, and then they dropped the huge jar – wet fingers)

Other Bartender hearing Opening Bartender: "Ooh, I tried all Friday night. You are the *baddest* bartender in the valley!"

Opening Bartender: "I am too, ha!"

The opportunities for sharing "life's ride" with your guy are endless, but they all have one thing in common. You should always be riding proud in one of your shining traits. The bartender in this example "whipped around the block" one more time, for all of us to see in her splendor. She got lots of ooh's and ahs too! That was an "after the fact" example but we all enjoyed it. She demonstrated that she deserves an "A" for effort. She also proved once again how clever she is.

Honesty

You to Checkout Clerk: "Excuse me, but I think you gave me the wrong change. That was a ten I gave you, not a twenty."

Checkout Clerk: "Wow, thank you!"

You turning to boyfriend with a cute wink: "See how I am?"

Sensitivity

Boyfriend to you: "Hey thanks for not telling the guys at the bowling alley tonight about that great job offer you got from IBM. I know it was on your mind all night."

You (hand on his shoulder): "I knew it might make your old roommate feel a little funny because he said earlier he still hadn't heard back from them yet."

Boyfriend: "I never feel funny when I'm with you, only thrilled, See how you are!"

Pop quiz: That exchange was about a) communication, b) exhilaration, c) recognition, d) accommodation, e) admiration, f) harmony, or g) all of the above. If you said "g" *you're* the baddest in the valley. See how *you are!*

Reflective Vision - 94

From little bitty spontaneous acts of courtesy that tickle their fancy, to earthshaking deeds that boggle your mind, you practice using your *reflective* vision. Like your reflection in the mirror, you project another person's situation onto yourself and then ask what you would do for yourself in those circumstances. This is the vision that looks at another and sees what you could do to help make their minute or even their day. You're not waiting for a flood or a forest fire to see that another person could use a hand; you're looking for subtle opportunities. Sometimes they require a little courage, so courage exercises are good. The more you use your nerve, the easier it becomes. You soon learn fear is a false prophet. Nothing but joy results from sending out joy and simple goodwill to others.

Amy: "Excuse me, I see your children have you at your wit's end, and it's going to be a little while before our plane boards. See, I'm a college student majoring in Child Development, and we had to write a children's story where each of the children move their hands or wiggle their fingers at certain times during the telling of the story. If it's okay with you, I think I can occupy their time, use up some of that energy and entertain us all for a few minutes. Here's my college picture I.D. My name is Amy and I go to State."

Mother: "Oh, you must be an angel, Amy! I'm sure they'd love it."

You have established yourself in the universe as an intersection for
harmony and love.

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About the Author

Rick Becker was born and raised in Detroit, Michigan and graduated from college there. He served as a columnist on his college newspaper. He married and moved to central Michigan after school where he helped start a college nightclub and restaurant that he operated for 23 years.

His knack for encouraging people's dreams comes from two decades of working with his college staff and patrons. In addition to helping college students, Rick has served as a Big Brother, scout leader, board member of Junior Achievement, prison minister, separated and divorce support group facilitator and an eighth grade Project Business teacher.

His daughter was the inspiration for the book. As she became an exchange student in Australia dad thought a primer on guys and relationships was in order. A letter grew into a book.

He has two grown children and enjoys encouraging others to "possibility think" their dreams. Rick is a member of Toastmasters International and available for public speaking should your group wish to hear him in person. He would be pleased to show you how work-shopping his techniques can be fun and used as a high publicity fund raiser. See next page for contact information.

Contact Information

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Email us?
info@CampusBliss.com

Mailing to us?
CampusBliss.com
P.O. Box 109
East Lansing, MI 48826-109
517-333-9595

Use the above to contact author Rick Becker
For speaking engagements, interviews, reviews.

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Rick is a member of Toastmasters International and available
to speak to your group. He would be pleased to show you how
work-shopping his techniques can be a great fund raiser at your
campus or sorority and generate substantial media publicity for
your charity or event.