

entrenous

Relationship Consultants & Educators



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Example 1 Newsletter

Men's Etiquette: Become a charmer

Too often these days we fail to uphold the basic principles of etiquette. And it doing this we do a disservice not only to those who we communicate with but also ourselves. Rude people rarely get ahead.

At a recent Entre Nous event I was discussing career success with a client. He said – and rightly so – that the people who are most successful in their careers are those with excellent people skills not necessarily those who are simply experts in their field. This is because when meeting new people we place such an emphasis on the way they interact with us and the way they treat us. So much of having excellent people skills is in treating people with respect.

In the December addition of the Entre Nous newsletter it was discussed that 'respect' may well be the new term for 'good manners.' This idea definitely has some resonance because in behaving with good manners, courteously and in a way which shows empathy for the other person we are showing them that we respect them. Most would argue that treating others with respect is a good thing for all involved. So doesn't this rule apply equally to concepts like good manners, courtesy and empathy?

If respect is the key to excellent interpersonal skills (and the way to career and personal success) and good manners is the way we show respect then doesn't this mean that each of us needs to place a serious emphasis on good manners?

Good manners can include things like opening doors, pulling out chairs and bringing flowers before a date but at a more general level it can mean things like:

- Answering the question "how are you?" when someone asks over the phone
- Being genuinely interested in what the other has to say and showing attention
- Leave personal questions to later in the piece. Try to make the other feel comfortable
- Make sure your date feels safe. Walk her to the car in more questionable areas like St Kilda or Fitzroy.

First impressions really do last and nothing contributes more to a good first impression than impeccable manners. It may take a bit of effort in the beginning to pay full attention to the people you communicate with however it will become second nature and the positive results and benefits will soon be worth that little extra effort. You too will soon be able to charm a room full of people because those 'charming people' are simply using a few tricks of attention, empathy, manners, making the other person feel good about themselves and respect.

Relationship Education and Enrichment Program for Committed Couples Course

Most people learn about marriage and relationships through observing the marriages of parents, relatives and friends. Powerful (and often unrealistic) messages about relationships are also delivered through television and magazines. You might have already experienced marriage and/or a significant previous relationship which, when combined with the above factors, may mean you and your partner hold quite different views on relationships.

All couples experience relationship problems at some time or other – it's part of sharing your life with another human being. *The difference between relationships that work and those that don't is how well the challenges and problems faced are dealt with.* Couples typically wait until their relationship has already started to break down before considering doing any work on the difficulties they have. The best time to learn relationship skills is at the start of a relationship. This allows plenty of time to practice the skills you've learnt – which means you'll probably avoid major relationship difficulties further down the track.

Entre Nous is committed to supporting and promoting successful relationships and is about to conduct its next relationship education and enrichment course. This course is suitable for all couples in a relationship, planning marriage, or wanting a more committed relationship. Invest in your newly formed relationship by joining a small group of committed couples to explore and enhance your understanding of key components of fulfilling and successful relationships.

The sessions will offer insight into issues affecting couples, including:

- Staying connected
- Keeping fun and romance in your relationship
- Developing common goals and values
- Effective communication and problem-solving skills
- Living with and managing changing roles and responsibilities
- Understanding your attitudes and beliefs and where these come from

The course will include plenty of time to focus, and reflect together, on your hopes and dreams and will provide lots of take home material for your areas of relational interest.

The course is over two sessions as follows:

Date: Thursday August 31, 6.00 pm – 9.00 pm (light refreshments will be served between 6.00 & 6.30 pm) & Saturday September 2, 1.00 pm – 5.00 pm.

Venue: Mantra on the Park Hotel

Cost: \$295 which is refundable on completion of the course

Bookings essential: Please phone Reception on 9669 6000 to make a booking.

On the 'Singles Scene', the most asked question is, "How do I find a partner?" My response is, "Stop searching and open the doors".

What are singles searching for? 'The perfect partner?', 'Their ideal match?', 'Someone who is just right for them?' Some people tell me that they are very fussy and that is why they have never found 'their perfect partner'. My stock answer is that, "I have never encountered a person seeking a 'very fussy person'. No, no one is seeking a very fussy person so that 'very fussy' person may need to change to be what others are seeking.

'The very fussy person' when analysed, although unique may be no more than a 'Mr or Ms Average', just a nice everyday sort of person. Average looks, average job and average personality. Really what they should be looking for is just a nice average person. However even if they did become very fussy about finding 'the perfect average person' they are still going to be stuck in the same bind.

Whilst searching for what they want 'the very fussy person' is not giving consideration to the person they are seeking. It can be compared to fishing; you can fish forever and not catch fish if you are using the wrong bait. Or on the other hand, if you are fishing for Snapper and you keep moving your line you will end up with nothing but Flathead.

The single person seeking a partner, like the fisherman, must first consider what is required of him/her. What will make them appealing and attractive to the opposite sex? Beauty, grooming, personality and success are all wonderful things but if you look at couples coming out of the movies or shopping on Saturday mornings 90 percent are not stunningly beautiful, perfectly groomed and don't look overly successful yet they have obviously formed a relationship or they would not be shopping together on a Saturday morning.

There has to be another ingredient that is more important than looks, grooming, personality and success and there is. The key is 'love'. Everyone wants love or a loving relationship – to be loved. 'The very fussy person', like the fisherman fishing with the wrong bait seems to have forgotten the main 'lure' – love. I am not talking about romance but the 'love' required to be able to get on with one's workmates, neighbours or club members. And it should not be kept specifically for the most eligible singles but to be offered to all who cross one's path. It is important that one is not selective in whom we offer friendship but to reach out to all. The same applies when seeking a partner, because 'other singles' will be seeking a loving person. A person who can offer the hand of friendship, give love and care for them.

'The very fussy person' portrays an air of 'I'm only looking out for me and I'm going to eliminate anyone who is not right for me'. 'Other singles' either subconsciously or consciously can detect this attitude immediately and hence are not be attracted – it's 'the wrong lure'.

By using the right, lure the very fussy person will discover that there are more people available to them than they could ever imagine.

How does one find the right lure? Stop searching and open the doors.

The greatest fear of the 'very fussy person' is that they will end up with the wrong person. You will not end up with the wrong person. If you are popular, you will have the choice of everyone who comes your way. Learning to be popular is about giving of oneself. Open the doors, allow people into your sphere. Be welcoming and friendly to all. When meeting singles that, you could never imagine being Mr/Ms Right offer friendship because their best friend could possibly be your Mr/Ms Right. And you will never know unless you offer friendship.

When you meet someone, whom you think may be Mr/Ms Right, again offer friendship, rather than a concentrated effort to attract him or her. 'The concentrated effort' (that 'the fussy person' believes is necessary) will only reveal that you are 'out for number one'. It is using the wrong lure again.

The key to success is in being consistent. Being equally nice to everyone – offering friendship, not romance, to all you meet. By doing so, you are developing the qualities of a popular person. The popular person has the choice of everyone in his/her sphere.

The popular person will tell you being popular is a nothing – it just happens, whereas the ‘very fussy person’ will tell you it is hard work being very fussy. Letting go of old habits is probably most difficult for the ‘very fussy person’ yet when they do, they will be amazed at how easy it is to become popular.

The popular person is not selective, yet we find they always end up with ‘the best catch’ and so effortlessly – importantly, they had the choice of all.

By Rosalind Baker

Very fussy people

When I am talking with someone about relationships and they say, “I suppose I am very fussy”, I usually respond that I have never had another person ask for “a very fussy partner”.

I have found that a very fussy person is projecting a need for perfection to cover up for their own lack of perfection.

We had a client who was seeking a woman who looked absolutely perfect. He was not at all concerned about her personality, her ethics or values. He was simply seeking perfection in appearance.

We introduced him to several beautiful women, but none of them thought he was quite perfect for them. We then tried introducing him to women who were not quite perfect in the hope that they would be able to accept him, but unfortunately this made him very dissatisfied because he only wanted perfection – despite his lack of that quality.

In searching for that “perfect” partner, we should not actually be looking for perfection, but rather those qualities that will complement our own – and in a person who will find those same things in us, accepting that we, too, are not “perfect” in ourselves.

You can change the outside but you cannot change the inside

Recently one of my clients complained about a gentleman we introduced to her because she did not like the jumper he was wearing. Soon after, another complained about the jacket he was wearing. Neither woman had looked beyond the outer garment to see what qualities were available beneath those outer layers. It is easy to change a garment yet much more difficult to change a personality. Yet both these women would most probably make very effort to change the personality if the packaging met with their approval.

Each of these women complained of bad experiences with men. To listen to them, it seemed they didn’t really like men. However, they did want a companion, someone who looked nice, someone to go out with and to have fun, and even to enjoy sex with, but nothing deeper than that. They certainly didn’t want to be hurt again.

As a woman, I often wonder whether the sartorially resplendent man will hold one’s brow when one is vomiting, or still love and admire you when you are feeling your absolute worst – or will he also expect you to look perfect all the time.

I want it all instantly!

I often hear women say, “I want someone who makes me laugh”, meaning they want to be entertained. They want a man who can turn on the charm instantly – a performer. Yet I hear stories of the woman who married just such a man and no sooner were they married than he turned off that charm.

Karen has four children and was married to George for 20 years. He was charming, attentive, made her laugh and promised her an ideal life of gaiety and fun. All of which disappeared within the first few months. He would come home tired from work and all he wanted to do was flop in

front of the TV. The only time she ever saw the charm was when he was entertaining clients. With the responsibility of four children, leaving George was out of the question, but during Karen's whole married life, she felt let down – she did not get what he had promised her.

Karen's expectations were probably unrealistic and certainly George had let her down, but wouldn't it be better if we were to expect of others only what we can offer ourselves? If you can make a man laugh and entertain him, he will most probably respond in kind, but can you keep it up day in and day out during hard times too?

If you want someone to make you laugh, try making him laugh first to give him confidence. Most men have a sense of humour, but it is difficult to remember one's manners, say the right things, do the right things, have the courage to arrange the next meeting and try to make a woman laugh all on the first meeting. Most men are very capable of making a woman laugh once he is relaxed with her. It comes natural to most men once they are relaxed and comfortable with you.

It is the male who is expected to measure up, to get everything right. Getting everything right is not easy for most men, even though they look fairly confident. Give him time. Don't make judgements on the first few meetings. The time to make your assessment of him is when you can see that he is entirely comfortable with you.

It is reasonable to expect to find a partner who is a mirror image of one's self. If you are not perfect, but have a good heart, can be witty at times (but not all the time), and you are loving, kind and patient – look for someone similar. Someone who is not perfect, but who has a good heart, can be witty at times (but not all the time) and who is also loving, kind and patient.

Researching the opposite sex can be exciting

To find a person's good qualities, one has to start looking for them. When you are searching for Easter eggs in the garden, you don't start collecting stones, you stick with Easter eggs. When searching for good qualities, don't end up with a collection of negatives. With each person you meet, try to find 12 good points about them. In no time you will be able to come up with 25 good points about every person you meet. Finding good points is like finding treasures. The more you do it, the more you will find. It is no different to the treasure hunt – each good point or win leads to something more exciting.

Digging below the surface to discover the real person is an art and takes practice. Practise on everyone. Don't wait for Mr/Ms Right, they may never come along and if they do you, will be so inexperienced at seeing that real person that you will most probably fail miserably. Start with the researching exercise above, then develop a friendship. Developing friendships is easy. Most people want to be liked and want to be friends. All you have to do is be a friend. When you have become friends, you can ask this person how they feel about issues that matter to you, and to the wider world. Issues such as the boat people controversy, the Australian aboriginal situation, contraception for women in third world countries, stem cell research. Don't phrase your question, "What do you think?", but instead ask, "How do you feel about . . .?"

You will not always make a friend nor be able to dig below the surface but when you do you will be amazed not only at how powerful this exercise can be but also how much you can learn about a person – their true worth.

Rosalind Neville is the principal of Entre Nous Introduction Service and a theology student at Ridley College, University of Melbourne.