



## The Communication Formula

The following formula will teach you how to communicate with strength and love, and build relationships of trust. Everyone must learn to have mutually validating conversations.

**Goal:** to edify each person I talk to and make them feel valued, which will build a relationship of trust where respectful communication can happen.

**#1:** I choose to see this person as the same as me.

**#2:** I set my stuff (thoughts and feelings) aside upfront.

**#3:** I will ask questions about their stuff...

(Their thoughts, feelings, ideas, opinions, fears, etc.)

... and I will listen and validate them.

(This doesn't mean I will agree. It means that I will honor and respect their right to be where and who they are.) "I totally understand how you can feel that way."

**#4:** I will ask permission questions before I share my stuff.

Would you be open to some suggestions?

Would you be willing to let me share my feelings about this?

Would you be open to some ideas I have about this?

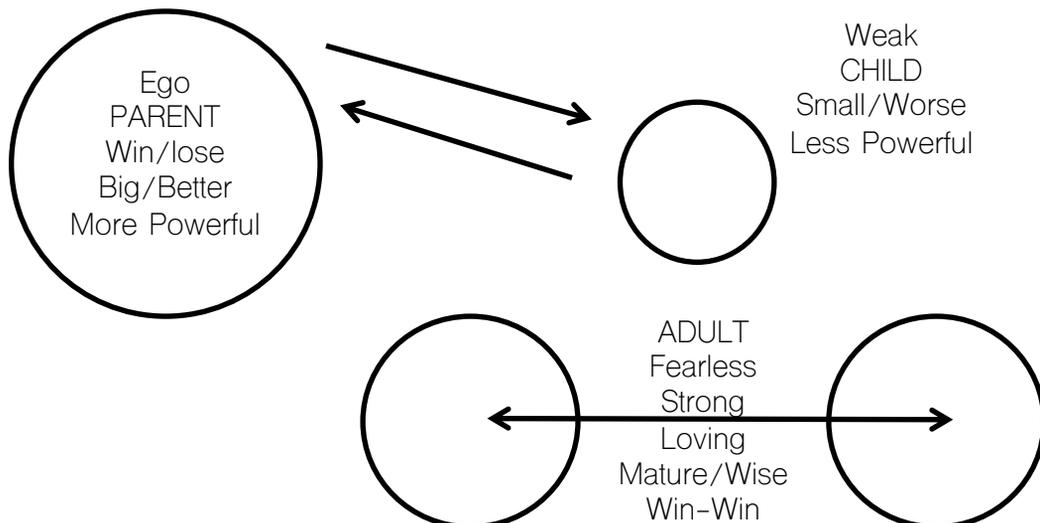
Would you be open to understanding how I feel about this?

**#5:** I will focus on what I think and feel, and on future behavior not past.

I will use "I" statements instead of "you" statements.

I will focus on the future, and behavior I want to see moving forward, instead of their past behavior. This will maintain the relationship of trust I've developed.

**Memorize these simple steps and start practicing.**





## The Dynamics of Communication

You have a tendency to see other people as different from you. You see most people as either better than, stronger and more powerful than you OR you see them as worse than, weaker and less powerful than you. This tendency can cause problems in your communication. You may do this without even being aware of it. You may have formed subconscious programs around this.

Can you think of people in your life (that you communicate with) who see you as less than you or who you see as better than you?

Can you see how they speak down or up to you? What are you afraid of that might cause this?

Why do you see yourself as less or more powerful?

Could you change your perspective and see them as the same as you?

### Fears that get in the way of good listening:

Fear of not being heard – You are so focused on your need to make your point, you can't show up for the other person. You can't set your stuff aside at all.

Not being able to be wrong – You are so in fear about your value, you literally cannot handle hearing anything that might infer you are not perfect. Your low self-esteem makes you incapable of listening.

Trust issues – You have been burned in the past and feel unsafe with people. You must protect you.

Self pity issues – You use the idea of being broken or bad as an excuse not to show up for others.

Control issues – You must stay in control of every situation to feel safe. You don't give an inch.

The Clarity Formula can help you eliminate these fears in any moment and focus on validating the other person. 1) Choose to trust that your value isn't on the line and is infinite and absolute. 2) Choose to trust that every experience is a lesson in your perfect classroom journey. 3) Choose to see the other person as the same as you: a scared, struggling, divine, amazing human being in process. 4) Choose to be a giver of love and validation by really listening to this person.



## Optional Challenges

Talk to your coach about which challenges they recommend for you.

### Challenge 1:

Your challenge is to spend the week practicing validating conversations every chance you can. You may want to wear a piece of jewelry, tie a string around your finger, put post-it-notes up around your home and office, or write on the back of your hand or make it your phones wallpaper. Find some way to keep validating conversations in the forefront of your mind.

### Challenge 2:

Practice being a better listener this week. Ask more questions and do more listening than you ever have before. Do this especially with the people you care about most.

### Challenge 3:

Do some of the Optional Journaling. We want you to choose which of the questions you should answer. Read each of them and decide if the exercise would serve you. We don't want you to do any busy work, so choose the questions that resonate with you,

### Challenge 4:

Pick something to do this week that scares you. Get out of your comfort zone and practice staying in trust and love as you do it. Go for something that requires you to practice trusting the journey.

**MOST IMPORTANT:** Practice trusting the universe and the process of life this week. Play with choosing trust and be prepared to share what difference it made in your week.

### Challenge 5:

Re-write some policies you are now aware of. You may use your assessment report to find out of balance policies you may have. Use the worksheet in this material to help you write new policies that would serve you more.



## Optional Journaling

Journaling is a great tool of self-discovery. It gives you a chance to record your thoughts thus enabling you to review them. It also gives you an opportunity to explore ideas and concepts and make some decisions about them, all in a space and time that is not threatening or judgmental.

You'll notice that some journaling assignments ask a pair of questions, and after the first question, we ask you to rip out the page and throw it away. While throwing this page away I the trash say..." **I am so done with this!**"

### Possible Journal Writing Questions:

- 1) Write about the ways you forgot to validate people today. (*Throw this page away.*) Write about how you will handle those conversations from now on. (*Keep this page in your journal.*)
- 2) Write about your fearful communication today. (*Throw this page away.*) Write about how you wish you could have handled these situations using the Communication Formula. Be specific – replay the conversation. (*Keep this page in your journal.*)
- 3) Write about people you are struggling to forgive. (*Throw this page away.*) Write about the lessons they have taught you and how you will let it go. (*Keep this page in your journal.*)
- 4) Write about how you are going to be a force for love in your world and see people as the same as you. How will this change your communication?
- 5) Write about how you are learning to be strong and loving at the same time. What does it mean to be wise and mature in how you treat others?
- 6) Write about how you can bring Clarity into a tough situation in your life. How are you going to have a validating conversation?
- 7) How can you focus on loving others instead of feeling insecure about or worried about YOU?



Reading 5

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We recommend you record this on your phone with some baroque classical music in the background and listen to it 3 times a day. Or you can read it three times a day – for a week or two.

**Validating Communication**

I am strong and loving. This is the core of who I really am. I love life, I love myself and I love other people. I love \_\_\_\_\_.

Love is the source of my strength and power. It is what brings success and happiness into my life. Edifying other people is the most powerful way I choose to live the principle of love.

Part of my purpose in life is to lift, inspire and enrich the world. I will not forget this. I have a mission to perform. I am here to give my gifts to the world.

I have amazing strength and love inside of me and my love causes everything else to shine brighter from it's reflection. It is the essence of my soul. It is who I am meant to be.

Starting today, I choose to edify others in every situation and every interaction. I choose to communicate with respect every time I speak. I now know how to do this. I have learned the Communication Formula. I am ready.

I set my own agenda and opinions aside upfront in every conversation. I focus on edifying and validating other people first. I make every person I meet feel important and cared about..

I ask questions about their stuff because I am interested in their life.

I am sincerely interested in them because each has something to teach me.

I listen carefully. I use my empathy to put myself in their shoes. My love for them helps me to connect with them and hear the things they are not saying. I am a master question asker.

I can quiet the voice of fear, which keeps me focused on me. When it shows up, I tell it to go away. I now understand it's agenda... to rob the world of my love and keep me in fear.

By staying rooted in the moment I no longer allow fear, stress, guilt or worry into my day. I cannot worry and experience love at the same time. I choose clarity, trust and love.



Reading 5

I see negative thoughts and emotions for what they are... distractions. I do not allow this to happen. In every situation I choose to focus on validating others and speaking my truth.

I now understand there is nothing to fear. I am a strong, loving soul in process. In every situation I choose to focus on this truth.

I choose to look for the goodness in everyone I meet. I look for opportunities to edify them. I do this daily, everywhere I go.

I am embracing the principles of clarity, trust and love in my life. I manifest this love by asking lots of questions and listening.

I meditate daily to listen to my own inner truth. I take time before making a decision to listen to what my heart is saying.

I am a great listener. I respect and honor others for their uniqueness. Just as every snowflake is unique, each person is one of a kind. I value who they are and what they can teach me.

People will often become what they think, I think, they are. I take the time to give verbal validation and let people know I appreciate them.

I see the goodness in everyone and help them to see it too.

I edify and inspire others. I release hurt and anger to the moment. I send mean or critical thoughts back to sender with love. I choose to forgive because I understand that every situation is a perfect lesson here to serve me.

Everyone who comes into my life is here to teach me something. I am grateful for each lesson. I let go of any anger or hurt that happened in my past.

Today I share my love with the world.

(Add anything else you want to be reminded of this week.)