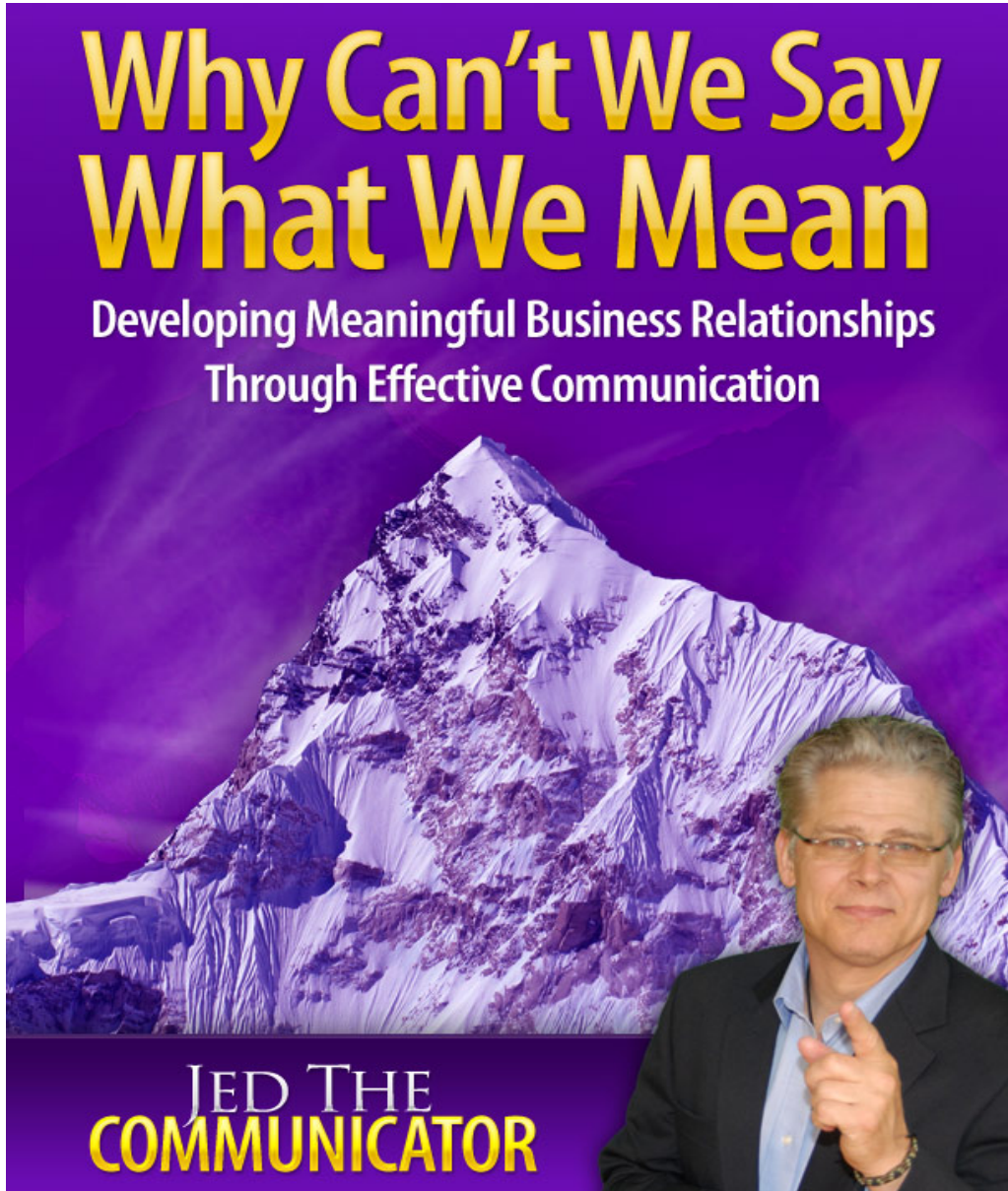


Why Can't We Say What We Mean?



By Jed A. Reay

Presented by
www.jedthecomunicator.com

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MEET JED REAY



Mr. Jed A. Reay

Jed Reay began his entrepreneurial adventures at the age of 12. Thirty-nine years later he is still writing life's script. He is a graduate of the University of Oregon with a Master's Degree in Business Communication. In 1986, Jed was selected to the *Who's Who Among Students in Universities and Colleges*, in 1991 to the *Emerging Leaders in America*, and in 1992 to the *Among Young American Professionals*.

While still in college, Jed and another student, partner R. Scott Martin, started FMR Business Consulting. This company was a pilot project for their business communication class, but also grew to be a very successful consulting firm that analyzed corporate communication to better assist that management on how to improve their bottom lines by way of improving the internal corporate culture.

Jed has started several other businesses in the medical field, which grew to produce over \$2.5 million in annual sales. Jed has since moved on to other projects, which now help others build off of his 30 years of experience.

Currently, Jed is a business development consultant. He has helped to form an organization of like-minded entrepreneurs that assists those seeking to venture out on their own and make those same life-changing decisions. Jed has helped thousands of people all over the world realize their dreams. He teaches and trains individuals and groups to achieve their full potential in the business world.

"This vision has not come to me lightly. I often reflect on a short verse I found some years ago by an unknown author. I live this with all my heart and soul."

"Excellence can be attained if you care more than others think is wise, risk more than others think is safe, dream more than others think is practical, and expect more than others think is possible."

It is with all my passion and desire that as you read this, you are truly inspired to stretch your imagination, expect more from yourself, and achieve your true destiny.

Jed A. Reay

"The Communicator"

Why Can't We Say What We Mean?

ACKNOWLEDGMENTS

This book is dedicated to all those souls with the passion and desire to live their dreams, live their visions, and as my close friend and mentor says, live “a freedom-filled life.” Tim, you inspire me. Thank you.

This book is also dedicated to my wife, Gina, for her unwavering spirit and devotion, and her ability to see past my weaknesses and show me my strengths.

To my daughter and son, Kayla and Joshua, with your young minds and child-like nature, you have helped me imagine and truly dream again.

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Kandee G, all I can say is, “WOW!” You bring a powerful spirit and energy to my soul. Prior to this project, I will have to admit I really did not have a lot of powerful women in my life. I can now say I have several, and you are one of them. Your energy, focus, and

dedication inspired me to continue on a road less traveled. I thank you from the bottom of my heart.

Dr. Fran Harris, you have given me such HOPE! You amazed me from the moment we began speaking, which left me with a very special sense of energy. Your unique energy and special gifts of giving have renewed my belief in the human potential. This book would not be complete without you. I thank you deeply and look forward to exploring this relationship further.

“Dr. Breakthrough,” Dr. Stan Harris, every project needs energy. No, I mean ENERGY! Your successes in the direct marketing industry give you a unique perspective on the issue facing entrepreneurs in the marketplace. You are a testament to discipline and focus. Without your spirit-filled energy, we all would be lost and wondering without purpose.

Artemis Limpert, a very special friend, who has seen me through some pretty rough times, I can't begin to thank you for all that you have done. Therefore, I will just prove to the world that you are the master. You have encouraged me to own my own greatness through tough love, and often painful directness. Without your guidance, I would not be here today.

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Joel Therien, you brought this all back into perspective for me. When I started this project I had blinders on about the nature of effective communication, when it came to the Internet and modern modes of communication. My friend, you helped me to see again. You helped me see that it is really our own responsibility to use the technology to

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help, rather than to harm. I can now say that because of who you are, we have begun a lifelong journey together. I look forward to collaborating on many more projects together.

To those of you unnamed supporters, I thank you from the bottom of my heart.

To those real, true heroes in my book, those doubters, those disbelievers, and that includes you, my little monkey who continues to say you will fail, thanks! Go take a hike!

INTRODUCTION

Over the last 27 years of my business career, which is much longer than that, but I don't count the paper route and lawn mowing jobs as a career, I have come to realize that on some occasions human communication has not evolved much past the cave man, while at other times over-communication appears to have transcended far into the future. It is this dichotomy which has prompted me to write this book.

I am reminded of a brief conversation I had one day with my 18-year-old daughter. We were talking about my dirty hands. She made the comment that my keyboard is dirtier than the toilet bowl. I responded with, "That's great. I don't have to worry. I don't play the piano."

She burst out laughing, "You bonehead, I'm talking about your computer keyboard!"

"Oops! Oh, then mine are filthy" I responded.

This is a prime example of the potential for misunderstanding when words are spoken to communicate a message. It is quite another to write that message and hope to express and deliver yourself with the proper emotion and tone of what you wish to say.

History, personal experiences, culture, and environment are among the many variables that play a part in the way we understand something spoken or written. Poor communication between two people, or groups of people, is not a new or novel issue. What is new and becoming more complex is the way we communicate in the modern age of computers, with emails, text messages, audio, video, and the entire process of the communication age.

Today, we communicate and interact in a far larger environment than ever before. Within minutes of sending an email, you can communicate with one or thousands of individuals all over the world within seconds of pushing the Send button.

The opportunity is awesome, great, fantastic, but it also carries with it the responsibilities of listening, understanding, and the true desire to bridge the potential gaps technology presents.

This problem can be complicated even further when you add an international marketplace to the mix. The international landscape is complicated further because of the growth of Internet marketing and the small business industry, otherwise known as the home-based business industry.

The notion of international business is not a new idea. International trade and international business have been with us since the days of Columbus. Today, what makes conducting business internationally so challenging is the explosive nature due to the computer and the Internet.

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You can literally put up a website, set up a Google account, and begin getting traffic in a few minutes. This is where the communication issues and challenges are so critical. This is the reason I wanted to write about the varying degrees of human communication and the effects of such on your business in the ever-exploding world of the Internet.

I began my communication career as a counselor and therapist in 1981. I then went back to school and received my Master's Degree from the University of Oregon in communications, with a subspecialty in business communications. While that was a good education, it just prepared me for mass confusion in the dynamically, every-changing world of business.

Jump forward 20 plus years. We have mom and pop businesses opening up in the "home-based business" arena every day. Because of the nature of the computer, the Internet, and the ability to touch an unlimited audience, I see a need to understand the nature of communication in more detail.

This book will be both provocative and informative, and I truly encourage dialogue when the subject is featured. I have amassed an eclectic group of individuals from the business world to provide their own thoughts and opinions on the subject of communication in the current business climate.

The computer age... the age of right now, right now, **RIGHT NOW!**

In the past, we have seen that communication can be used to control and manipulate massive groups to believe and behave in a very negative way. While I will not give this discussion any more energy, I say that I will use negative, or don't-wants, as a contrast.

Contrast is critical for understating what communication is and what it is not. What communication is, is healthy and productive. You should learn to communicate from positions of serving and aiding others.

Do you think that being a good communicator is innate, or is it learned? Just think about the people you know that have the skills to be able to talk and connect with anyone, and then answer that question.

As a business owner, I know that I need a continuous stream of customers. In order for that to happen, I must have meaningful conversations with several people per day. I know that in order for my business to be successful, I must have these meaningful conversations with people from all walks of life, from varied backgrounds and viewpoints.

One thing that is common among all is the fact that all of them want to improve the quality of their lives. Whether it is more money, more time, freedom from a job, more family time, or just plain change, you must have meaningful conversations with others in order to know what they really want.

Meaningful conversations are not difficult to have and don't require a lot of knowledge. Just practice asking questions and listening. When you listen, you will learn a lot more than if you're talking all of the time. What a novel idea!

Seriously, in order to communicate with someone and move them from one position to another, you must have the ability to have that meaningful conversation.

One of the first keys to having a meaningful conversation and connecting with someone is to first and foremost be genuinely interested in what they want. If you truly desire to connect with someone and you wish to move them in a specific direction, that is, to join you, to buy from you, or to become a link to others for you, then you must first find out what you can do for them.

Far too many times the individual who is trying to move person A from here to there is only concerned with him or herself, and not the connection and not what person A really wants. This is a critical distinction that must be made in order to be successful in any business environment. The other person must trust you. If someone doesn't trust you, then they will not be moved to take action.

Secondly, if you don't put them first and you second, you may never find out that they have a sphere of influence of the hundreds of like-minded people that will also join or buy from you, or be moved from point A to point B.

Finally, if you don't recognize these issues and make adjustments as you go along, you will continue to receive very poor results in your relationships where communication is the issue. Always remember that this is a two-way street, but you must give first.

CHAPTER 7: INTERVIEW WITH DR. STAN HARRIS



Dr. Stan Harris

Dr. Stan “Breakthrough” Harris is perhaps the most entertaining, enlightening, and electrifying speaker on the circuit today. At age six he was jumped, beaten, tarred and feathered by a teenage gang. He started in Martial Arts (Isshin-Ryu Karate) to learn how to protect himself, and now 38 years later is one of few who has attained the highest honors of **10th Degree Black Belt**. He’s been inducted into the **Black Belt Hall of Fame**, as well as the **Motivational Speakers Hall of Fame** with Get Motivation.com.

He has driven over two million miles using a combination of martial art skills and his energetic speaking ability to move crowds as large as 17,000, speaking in all 50 states and 27 countries.

He’s been a college professor with a Doctorate in Divinity, a successful network marketer, a life and business trainer/coach. He’s been to the top of four companies and recently built an organization from 0 to 22,000 distributors in only five short months, earning over \$250,000.00. He is co-author of *Walking with the Wise Entrepreneur* along with Donald Trump, Les Brown, T. Harv Eker, Zig Ziglar, Dan Kennedy, and many others. “Dr. Breakthrough” believes you may be one step from your next breakthrough.

Contact Dr. Stan at www.DrBreakThrough.com and get the same effective tools and resources for your success.

INTERVIEW

JED: Good morning, everyone. This is Jed Reay, “The Communicator.” It is my privilege to introduce to you “Dr. Breakthrough,” Dr. Stan Harris. Dr. Harris is going to discuss with us and talk to us about communication.

What I want to start off with, which I think is just fascinating about this whole relationship and how I came to know Dr. Harris, “Dr. Breakthrough,” is through a connection and what communication is all about. That’s what we’re doing. That’s why all of us are connected.

Until we make a connection with someone and find out what it is that we either have or don’t have in common with them, and how we help one another to grow in our life, we cannot develop and grow fascinating relationships.

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This book that I'm compiling was at the suggestion of Stephen Pierce and Alicia Pierce, and they introduced me to "Dr. Breakthrough." What I find so fascinating about Stan Harris is that he also made some major connections in the area of communication with very powerful people, specifically women.

In my case, this project didn't have a whole lot of powerful women, so it was really, really interesting when Dr. Harris and I decided to have a conversation. He asked me some very key questions, and lo and behold, it opened the world up to me.

So without further ado, Dr. Harris, welcome to the call.

STAN: Well, thank you. It's a privilege and a pleasure, a treat and a treasure, a joy beyond measure to be on the phone with you and be a part of this powerful series.

JED: Thank you very much. Let me start off by asking you just a little bit about your background, just a brief few minutes here about who you are and what you bring to the table to help people make connections, communicate with the world, and grow as a human being.

STAN: Sure, I'll tell you my background. As a 6-year-old boy, I got jumped by a gang of teenagers. They started clubbing me. They threw me out in the middle of a field and left me there.

I grew up in a single parent home in the ghettos, obviously a real rough section of town. That was something that dramatically affected my life. I tell people, "Within your pain is hidden power."

Somebody very aptly said, "Trouble never comes to a woman or a man unless she brings a nugget of good in her hand." When the trouble comes, people sometimes concentrate on the trouble and not the good that comes along with it.

The good that came with that was I was motivated to learn how to protect myself, and I got started in martial arts. That was 38 years ago. Now I find myself as a 10th Degree Black Belt, less than 100 in the world of six billion people, voted to the Black Belt Hall of Fame, as well as the Motivational Speakers Hall of Fame.

A lot of that was because of what I went through as a child, and so forth, and so it's just been a great life. I've been in all 50 states and 21 countries, traveling and communicating and speaking with people. It's a whole fascination with people. We're all intricate beings, and it's a wonderful

thing how God made us, and how when we relate to each other we can learn from each other.

That's one of the things they taught me in martial arts that I think enabled my communication skills, and that is simply this. Everybody knows something that I don't know. Hence, I must probe and find out what it is. Thus, all men, women, and children are my teachers.

When you have that type of attitude, you're always in the probing mode. I'm not out there trying to have to prove something to somebody. I'm actually trying to extract information.

JED: Sure. I appreciate this, because this just reinforces in me and this project, this book, of how important it is to have people like you contribute and help people, guide people and direct people. Let's get right to it.

STAN: Sure.

JED: First question, what is the biggest barrier that people need to break through in order to communicate more effectively?

STAN: You said the key word, "breakthrough."

JED: Amen.

STAN: First of all, I'm the world's only breakthrough speaker. Perhaps I ought to clarify that and go right into that. People always say, "What is the difference between a breakthrough speaker and the motivational speaker? I thought you were just a motivational speaker."

I'm actually beyond motivation to a breakthrough, and here's what I mean by that. Motivation is good. It's kind of like taking a shower. You just need one every day, kind of like the motivational speaker gets the caterpillar to move a little faster.

But as a breakthrough speaker, I assist the caterpillar into getting into the cocoon, and then out of the cocoon as a beautiful butterfly. That's a total transformation.

In order for us really to communicate better, we really have to have a total transformation in the way we've been doing things, the way we've been thinking.

I would say the biggest barrier, which by the way, I teach people in my travels that barriers were not made to hinder us. Barriers were made to be broken. That's the great thing about it. When I learned the concept that

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barriers were made to be broken, not only is it possible to break these barriers, but that's the reason why they're there.

JED: Yes, yes.

STAN: That's breakthrough explained. I want to say this. This is pretty strong, but I think the biggest barrier that hinders people from communication is called "prejudice."

JED: Interesting.

STAN: In Latin prejudice, "prae" means before and "judicium" means judge or come to a conclusion. Literally, the word prejudice means come to a conclusion before the facts are in.

Again, we're particularly talking about business relationships here, but how many times do you and I come to a conclusion before we have all of the facts in, and we try to communicate or talk to somebody based on what we think that we really don't even know? I know I've done this in the past many, many times, and that's why I had to learn to break through this barrier.

JED: Isn't that true.

STAN: In fact, when many people are talking, Jed, I would oftentimes come to a conclusion about what I was going to answer before they even finished. Here's part of the reason why.

The average person has a speaking ability of about 200 to 250 words per minute. We can listen at about 450 words per minute. The tendency is that we can finish the statement in our mind, think about it, and then come back.

But sometimes the person is still talking and they do a little change on us, so when we come back, all of a sudden we get two pieces of information that don't quite fit.

The pre-judging, or coming to a conclusion before the facts are in, that's something that I believe is the biggest barrier that will hinder communication.

We can break through it, and we should break through it. I believe what you're doing is going to be part of the thing that is going to help some people to be alerted to it, to be aware of it, and to be able to break through it.

JED: Amen. Thank you very much. That is very, very true. That whole notion of what you just said is the basis for misunderstanding, the basis for poor communication between two people. That was perfect. Thank you very, very much.

That being said, you have the ability to connect and communicate with a lot of people at different levels. Why is that possible?

STAN: I learned a long time ago that people listen to their favorite radio station, and it's called "WIIFM." I'll say it again, "WIIFM," which stands for "What's in it for me."

What I found out a long time ago is that if I'm going to be able to effectively communicate with people and connect with people, then I don't want to pre-judge or come to a conclusion before the facts are in.

This is one of the reasons, also, why it's very hard for people in business and sales, why they have such a hard time. Before they ever talk to the person, before they ever do anything, they have their mind already figured out what they think that person needs and what that person ought to buy. We don't want to do that.

The reason I've been able to communicate and connect is simply this. When you understand what a person's favorite station is, what's in it for them, now you come from a standpoint of offering them what they want, need or desire.

The question is, "How can I offer someone what they need, what they want, and what they desire if I don't know what it is?"

I have to be able to effectively communicate and find out what they're interested in, find out what they like, find out what they want.

I once was part of a network marketing company, and the CEO had written a book called *Guaranteed Prospects*. He and I were doing a meeting together. We flew in on the private corporate jet. He mentioned to the crowd, "You know, Dr. Stan Harris is the only person that I know that doesn't need to read my book. This guy can recruit people at-will. Literally, he could sell ice to an Eskimo."

I got up to speak afterwards and I said, "I appreciate your comments you meant as a compliment, and I thank you so much for that, but technically, Eskimos don't need ice."

I can't recruit people at-will, but here's what I do. I find out what people are interested in. I find out what people like. I find out what people need,

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and I simply connect them to the person or to that thing that helps and assists them in getting what they want.

I tell people, literally, "It's a real easy deal when you come that way. It's not a struggle. It's not all the hard work. It's called 'working smart.'"

JED: Yes, wonderful. Thank you.

STAN: Sure

JED: Some people are natural communicators, others are not. What keys can you give us that would allow the average person to open up the doors of communication?

STAN: That's an excellent question. We've talked a little bit about that already, but I guess to put it in a form, again, if you think about a door that would hinder or block communication, if you want to get through that door, it's one thing to break the door down, but why don't we just put the key in it to open that door? Listening would be one of the keys that open the door.

I would like to say nonjudgmental listening. One of the problems with communication is sometimes, some of us have gotten to a place where we learn to listen, but we're listening for specific things. We're looking for specific things and we start jumping and grabbing those things, and then forming things based on what we heard. Technically, most people hear what they really want to hear.

If you look for something long enough, you'll tend to find it. I call it "non-judgmental listening," just learning to listen. Let that person just pull out.

I found that people are so hurting today and so hungry to find someone who would truly listen to them, listen to them in a nonjudgmental way, that when they finally find that person, they open up. Obviously, when they open up, you and I have an opportunity now to find out what they are really all about.

I would also say to notice the average conversation. Oftentimes another person will butt in before the other person is done. Or after they listen and the second person starts talking, the first person says, "Wait a minute. No, that's not really what I meant, that's not really what I'm talking about."

One would be listening and the other one, I would say, would be learning. Be in a state of learning. Again, when you understand the fact that everybody knows something that I don't know, we must find out what it is and learn it for ourselves.

If you're always in a mode of learning, people love to feel like they are teaching somebody something. I love to learn. The more I know, the better it makes me.

When I taught martial arts I used to tell the guys, "If I'm ever going to teach you anything, I first of all have to break your nose."

They were like, "Break my nose?"

"No, not your N O S E, but your K N O W S. In other words, I can't teach you anything if you think you know it all. You have to first break your KNOWS."

I'm constantly like a sponge trying to learn things. I've found out that when people pick up that you're willing to learn, that you don't have the "I know all attitude," people have a tendency to open up and feel like they are connected.

Many times when I deal with people, they say this to me, "I feel like I've known you all my life. I feel like we've known each other for a long time." I take that as a compliment.

The last thing that I would say is love. Love yourself, and then you'll have enough love for this individual. When you love someone, you do what's best.

Love's not necessarily an emotion. Love is a commitment to goodwill. When you have these keys and you're willing to listen and learn and love, I'm telling you the doors of communication will swing wide open and your ability to connect with people will be awesome!

JED: All right! That's awesome. Thank you. That being said, who do you attribute your success to? Who and what influenced your communication skills in this positive way?

STAN: Several things, first of all, my mother obviously. I grew up in a single parent home. Mom didn't believe in welfare, she worked two jobs to take care of us, so I didn't know what this welfare thing was. I figured if it's so bad that you've got to work two jobs, you've got to work two jobs. My mom didn't communicate a whole lot by what she said, but more by what she did.

Just by watching her, that was a big thing. As I grew older, I got some different mentors and different people. Somebody gave me a book called *The Greatest Salesman In The World*, by Og Mandino. One statement he made in there is that when you meet a person, and you don't even verbally

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say it but just to yourself, you say, "I meet you with love in my heart." That one statement was incredible.

I was a person who grew up not loving myself, because of all the rejection I faced. I grew up in a single parent home. My dad left when I was three, and growing up where I grew up, I was in this arena trying to prove myself.

All of a sudden, one day it dawned on me I didn't have to prove myself. I just needed to improve myself. When you're trying to prove yourself, you can't really communicate with people.

"Oh, my goodness, you're always messed, you're always intimidated and are intimidating people." But when you're just improving yourself, that's a different thing.

Reading this book by Og Mandino really helped me.

I also read *The Five Love Languages*, by author Dr. Gary Chapman at www.fivelovelanguages.com. This book wasn't about business, but you know what I found out? When I read that book and started implementing it into my relationships, it also enhanced my business.

Very briefly, he talked about if you make a deposit in a person's emotional love bank, then that's helping them. When you make a withdrawal, you have more withdrawals than deposits.

He was saying, for instance, if I spoke Spanish and you spoke English, I could say to you in Spanish, "You're a wonderful person. You're doing a great thing." But you really wouldn't understand what I'm saying, because I'm not speaking your language.

Gary boiled it down to this. For some people, it's words of affirmation, the way they describe love or the way they receive love, or pick up or emotionally feel or sense love. With communication, it's more than what you hear. It's what you sense, it's words of affirmation.

These people need a verbal pat on the back. That's big, especially if you're in network marketing or some type of business where you're dealing with people. People are hurting so much. They hear those words of affirmation, for somebody to praise them and lift them up.

By the way, I tell people, you're either going to live up to your compliments or down to your criticisms."

If you're a person who wants to have influence, learn to find the good in someone, and then brag on it. You will, literally, help to bring that out.

JED: Amen

STAN: With some people it's words, and with some people it's quality time.

JED: Right.

STAN: These are the people that words are important to them, but it doesn't mean the same to them as you actually spending quality time talking to them, or quality time looking them in the eyes, or whatever the case may be.

The third one is acts of service. That's doing things out of the ordinary, not every day, but the little, special, out-of-the-ordinary things that tell that person, "You're special to me."

For some, it's gift-giving and receiving, and they like to receive gifts or give gifts. It doesn't have to be purchased. It can just be something that you made.

The last thing is physical touch and closeness. It's amazing for a person to be physically touched and close. It doesn't take a whole lot to discern that, because this is the person that when they talk to you, they're very close to you, or they're always touching you.

A person who is physical touch and closeness, and you're a person who's gift-giving and receiving and you want to express your care and concern to them by giving them a gift, and they're physical touch and closeness, you're kind of missing the boat a little bit.

It kind of helped me zero in on some factors. In fact, I started using that with my children, and then I started using it with my business. I found a secret, and that is this. People like to do business with people that they like. And get this, people like to do business.

This isn't good English, but it's a good message. People like to do business with people that they like, and people like to do business with people they feel liked by.

JED: That's true.

STAN: In other words, people that they feel like them.

JED: That's right.

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STAN: When you can speak a person's emotional love language, or when you understand the person, they get this sense that this person really cares. Bill Bailey, he's a guy, oh my goodness, he influenced Les Brown years ago. Actually, Jim Rohn worked for him for seven years.

Bill Bailey built a business grossing \$64 million a month back in the 70s with no fax machine, no anything. I think this is one of the things we're talking about with communication. Now we live in a day where it's high-tech and literally low-touch.

What we really want is high-tech, high-touch, to be able to communicate and be effective. He said, "Young Dr. Stan, we had to train and learn people. Rather, help them to learn the ability to communicate and work with others."

I asked him this question, I said, "Mr. Bailey, what in the world did you do to create \$64 million a month in income?"

He said, "Young Dr. Stan, that's the wrong question."

I said, "Okay, sir. What's the right question?"

He said, "The question you should have asked me is, 'What did I do to create value in the lives of people that resulted in \$64 million a month?'"

I found out it was all about touching and communicating with people.

Mr. Bailey taught me this. Oftentimes, when I talk to people I'll say, "Jed, do you mind if I ask you a question?"

It sounds so simple, but people think, "Wow! This guy is nice. He's asking me if."

I'll say, "Do you mind if I say something?" or, "Do you mind if I ask you this?" and that tends to help people to open up a little bit.

Sometimes, of course, there are different things that people have used, but these are the people and things that have influenced my life the most. I know that was a little long. I'm sorry, but that's it.

JED: No, no. This is wonderful. The whole point of this book, the whole point of our lives, you and I coming together and making a connection is to broaden both of our horizons, broaden the opportunity that we bring to our audience and to everybody that we touch.

Every life that we come in contact with benefits all those others that we come in contact with. I am truly blessed, Dr. Stan, very, very much.

Let me ask you another question. The whole idea of advanced communication, you have this ability to communicate far, far above what a lot of people would say is normal communication. I would beg to differ. I would say communication is something that's learned, and that all you've got to do is practice.

That being said, what would you suggest to do to improve in this area of consciousness? Let me ask you this. Your company, your services, who you are, what can you do to help our audience?

STAN:

Obviously, my website is www.drbreakthrough.com and my whole thrust is helping people to break through barriers that would hinder them, whether it's in the financial arena, the spiritual arena, or relationships.

I have a special CD that I train on how to talk your way to the top, which talks a lot about communication. I also have some information and things on communication itself. I'm avid and I'm so passionate about growing as a person and reading whatever you can read, listening to whatever you can listen to, to help you to improve.

The essence of this, and for all of us, is these types of situations where we meet someone and it's like, "My goodness, we have so much in common," or, "Oh, my goodness, I just felt like I've known you all my life!" And you meet other people you don't have that same feeling with.

Part of that is because you're connecting on a deeper spiritual level, you're connecting on who you are as a person. I think it was George Washington that said, "Empty your wallet into your mind and your mind will fill your wallet."

People that get into business think they can make more money by working the business more. No. You make more money by improving as a person more. Improving as a person more is being able to communicate more.

Since we live here on earth with other people, we need to learn to connect with those people. That's one of the things I do also with some coaching programs that I have.

I just want to say again, I just appreciate you and what you're doing, because this is something that's definitely necessary and needed. Unless somebody helps us to become aware of some things, we don't even know what's happening. We are sincere people, but sometimes we are sincerely wrong. We just need to make the necessary adjustments.

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JED: I thank you for that. This leads me to bring us to our last question. Ultimately, this has been a lifelong passion for me to talk about how we communicate and some of the difficulties that we have, especially in this day and age, and the energies it requires, the amount of time in a day.

Everybody has the same 24 hours. With some people, it's quite amazing how they can focus their energies and be so deeply engrained in what it is that they're doing to try to help other people.

It took a couple of my mentors and mastermind group to point me in the right direction, and blessed, here I am. Thank you.

As a teacher, as a trainer, mentor, as a human change agent, you have a powerful, powerful influence on us. When we come in contact with you, or come in contact with anybody which you direct us to or associate us with, what do you do to maintain your vision, direction, your thirst, your hunger and your desire to continue? It has to be exhausting.

STAN: That's a very good and excellent question. Oftentimes I ask people this question, especially leaders, because I do a lot of training leaders. "Do you know what it is that fills your tank and fires you up?"

There was a guy, a preacher, of years gone by named John Wesley, and he preached in the Established Church of England. It is said this preacher was too hot and they kicked him out. He went across the street and he would speak from his father's tombstone.

They said they had more people that would come hear him out at his father's tombstone in the elements than would go to the nice, comfortable church.

Somebody said, "John Wesley, why is it so many people come to hear you preach?"

He said simply, "I just put myself on fire and people come watch me burn."

I try to get people to understand that if you can find out what puts you on fire, what stimulates you, what keeps your tank full, then you can always be a person of influence and you don't have to go through what I call the "burn-out," which a lot of people end up going through.

I have something that I wrote years ago that I read to myself, because I figured out what fires me up. I fill my tank up on purpose all of the time. When you get in at night, you take your cell phone and you put it on a charger. If you're a person like I am, you also put it in your car. We each

have to have those things that charge us up. This is something that I read, and if you don't mind I would like to read it real quick to the listeners.

JED: Please, please.

STAN: This is literally what I go through in the morning and helps me, and sometimes I do this at night as well. It's something I wrote at 4:30 in the morning. I was speaking at a convention with a bunch of other powerful speakers and this came to me. I just started jotting the words down.

Wow! What a great day to be alive. I feel dynamite. I like me. I accept me. I love me. I'm going to have a super fantastic day today, because I'm too blessed to be depressed. I'm too blessed to be stressed. I'm too glad to be sad, and I'm too anointed to be disappointed.

Circumstances are lining themselves in my favor. I am healthy, physically fit, and intellectually equipped. I have wisdom far beyond my years. I am an extraordinary person with incredible abilities, which I will use to add value to other people's lives, because I know that as I help others reach their dreams, I will automatically reach my own.

I anticipate meeting the person or group of people today who are willing to use their power, wealth, and influence to help me achieve my dreams. All day long people will go out of their way to bless me. Today, I will add great value to someone's life. I will show compassion to those in need. I will give strength to the weak and inspiration to the weary. Someone needs what I have to offer and I gladly make myself available.

I embrace abundance and it embraces me. I am abundant in every good way. I am an abundance magnet. I like money and it likes me, and it is attracted to me, and it comes abundantly from many sources. I use my money wisely, because it is a tool to use to help those in need.

I am experiencing great victories, supernatural turnarounds, and miraculous breakthroughs in the midst of great impossibilities. I am an over-comer. If my mountain cannot be removed, I will develop and practice my mountain climbing skills.

I was broke, busted, and disgusted, but now I'm rich, growing, and overflowing. I may experience a setback, but setbacks are only setups for comebacks. Setbacks pave the way for comebacks. I

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make lemonade out of life's lemons. And if life knocks me down, I will fall on my back realizing as long as I can look up, I can get up.

I commit to pain for my dreams with preparation, so that I won't have to live with my nightmares of regret. I do not procrastinate, because procrastination leads to devastation. It is the assassination of my destination, thus I will act now! I am a doer. I get results that last.

I now release the champion that is inside of me. I am the leader that multitudes of people are looking for. I choose to succeed today and every day hereafter.

Watch out world, here I come!

JED: Oh, "Dr. Breakthrough," that was awesome! Thank you very, very, very much. That was a wonderful way to conclude this.

I can't begin to thank you for your contribution to the human race, your contribution to us as followers, listeners, viewers, and those of us that really, truly want to break through and break those chains and learn to change from where we are to where we want to go.

Dr. Stan Harris, I thank you so very much. All of us are very blessed because we know you now.

STAN: I thank you also, and I look forward to hearing from some of the people who will read this or hear this. I just encourage them in some way, because my whole life is dedicated to assisting other people to breaking through to the success that they desire and that they deserve.

JED: Thank you. We'll conclude this interview and we'll move on to the next one. This is Jed Reay, "The Communicator" and "Dr. Breakthrough" signing off.