

C R E A T I V E L I V E

MASTER YOUR PEOPLE SKILLS

with VANESSA VAN EDWARDS



Class Materials



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Vanessa is Lead Investigator at Science of People. She is the bestselling author of *Captivate: The Science of Succeeding with People*. Her book has been translated into 15 different languages and more than 20 million people watch her on her popular YouTube channel.

Her unique work has been featured in dozens of media outlet including CNN, BBC, CBS, Fast Company, Inc., Entrepreneur Magazine, USA Today, the Today Show and many more. Vanessa regularly speaks to innovative companies including Google, Nike, Facebook, Comcast, Miller-Coors, Microsoft, and Penguin Random-House. She has been a spokesperson for Dove, American Express, Clean and Clear and Symantec.

Millions visit her website, [scienceofpeople.com](https://www.scienceofpeople.com), every month for her methods turning “soft skills” into actionable, masterable frameworks that can be applied in daily life. Hundreds of thousands of students have taken her communication courses on Udemy, CreativeLive, LinkedIn and her flagship course People School.

Vanessa is renowned for teaching science-backed people skills to audiences around the world including SxSW, MIT, and CES to name a few. Her groundbreaking and engaging workshops and courses teach individuals how to succeed in business and life by understanding the hidden dynamics of people.

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Day 1: People Intelligence

People Intelligence is one of the most important, but forgotten talents. People smarts help you showcase your book smarts. PQ optimizes IQ. In this section I will show you exactly how people intelligence can change your life.

What are “people skills”?

When did you realize the importance of people skills?

What are your people struggles?

Relationship Levels:

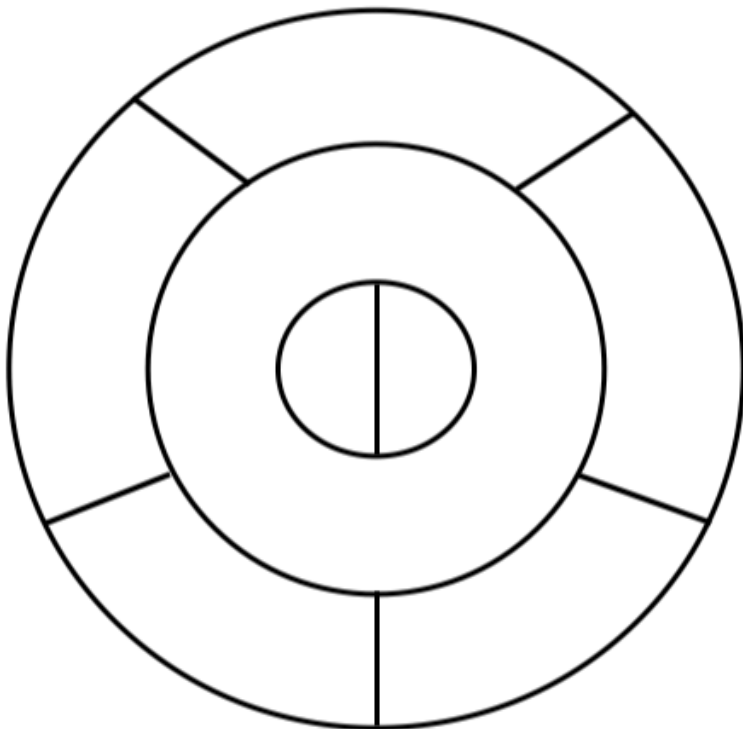


Riser: _____

#1 Endeavor to Discover

***As an expert in people, the more you uncover, the more you will discover.**

The Matrix:



#2 Harness Intelligence

***We each have a unique intelligence and set of talents.**

The 8 Intelligence Types:

Mathematical-Logical

Audio-Musical

Visual-Spatial

Bodily-Kinesthetic

Verbal-Linguistic

Interpersonal

Intrapersonal

Naturalistic

Spiritual

What are your top 2 intelligences?

What are your intimate's top 2 intelligences?

What are your riser's top 2 intelligences?

What are your existing laws about people?

(1 strongly disagree, 5 strongly agree)

1. People are born kind.

1 2 3 4 5

What person or experience shaped this opinion?

2. I am terrible with people.

1 2 3 4 5

What person or experience shaped this opinion?

3. People will take advantage of you if they have the chance.

1 2 3 4 5

What person or experience shaped this opinion?

4. Dealing with people is a necessary and un-enjoyable part of doing business and living.

1 2 3 4 5

What person or experience shaped this opinion?

5. People are fascinating.

1 2 3 4 5

What person or experience shaped this opinion?

6. People are unpredictable.

1 2 3 4 5

What person or experience shaped this opinion?

7. Compassion comes naturally to people.

1 2 3 4 5

What person or experience shaped this opinion?

Challenge:

Confirm Your Intelligence Type:

ScienceofPeople.com/PQ

Most Important Thing I Learned Today:



Day 2: Detox Your Life

Today we are going to talk about detoxing your life: Dispelling negative, toxic and draining people and relationships and filling it with nourishing, fulfilling and awesome connections.

How do you think you come across? List three adjectives below:

- 1.
- 2.
- 3.

How do you want to come across? List three adjectives below:

- 1.
- 2.
- 3.

Today's Goals:

- 1.
- 2.
- 3.

The Science of People:

People:

Nourishing People:

- **Who:**
- **Why:**

- **Who:**
- **Why:**

- **Who:**
- **Why:**

- **Who:**
- **Why:**

- **Who:**
- **Why:**

A nourishing business relationship?

What are the patterns? What makes those relationships nourishing for you?

Toxic People:

- **Who:**
- **Why:**

- **Who:**
- **Why:**

- **Who:**
- **Why:**

- **Who:**
- **Why:**

- **Who:**
- **Why:**

Do you have a business relationship that isn't worth it?

What are the patterns? What makes those relationships toxic for you?

*Take note of your answers to what drains you and nourishes you. These are the indicators and warning signs when you meet new people to signal to you if you should

or should not build a relationship with them. As you explore what drains and nourishes you, there will be patterns when you meet new people that you will instantly recognize.

Places:

Bars

Nightclubs

Restaurants

House Party

Raves

Cafes

Board Rooms

Office Meetings

Conferences

Coffee Shops

Phone

Email

Video Chat

Facebook

Park

Lounge

Hiking

Pool Party

Dinner Party

Beach

Movie Night

Home Movie Night

Bowling

Casino

Concert

Black Tie Event

Cocktail Party

Holiday Party

Backyard BBQ

Arcade

Theme Park

Shooting Pool

Festival

Networking Event

Gala

Thrive

Neutral

Survive



#3 Take Control:

* Take control of how you spend your time and who you spend it with.

1. Set Your Boundaries:

Look at your calendar for the next month.

- What are some requests you need to say no to?

- What are some events, meetings or activities you need to cancel?

- Who are some people you need to distance yourself from?

How to Say No:

1. Start grateful.

2. Use simple, direct language.

3. You don't need to say why. You don't have to defend, debate or explain your feelings.

- If you get resistance, calmly repeat your request (or offer an alternative).

4. Offer an Alternative.

5. Stick with it—don't teach people to ignore your requests.

***If you prefer to set your boundary in person, on the phone, or through email or text, you can say, "Let me check with a few things and get back to you." so you don't have to make a rushed decision.**

Script:

Thanks so much for the invite to _____.

I won't be able to make it.

Instead, _____

2. Refuel:

Where do you get your energy?

- **Social:**

- **Physical:**

- **Mental:**

3. Block Your Calendar:

- **Minimize Survive Events:** Block out time for survive events so you can mentally plan ahead for them.

- **Block Survive Events with Refuel Time:** Schedule refueling times before and after your survive blocks.

- **Maximize Nourishing Activities, People and Events:** Always have a certain amount of nourishing events or meetings with nourishing people on the calendar. You decide what number works for you.

Challenge:

- 1. Set a boundary by saying no to one request or meeting.**
- 2. Get at least 3 nourishing activities on your calendar in the next 30 days.**
- 3. Set a calendar reminder to watch this again at New Years when you are making new goals.**

Most Important Thing I Learned Today:



Day 3: Harness Charisma

Let's talk charisma! Charisma is the feeling we get when we are with someone awesome. We remember them, they make us feel good and we want to spend more time with them. So, how do we harness charisma in an authentic way? That's what today is all about!

How are you most misunderstood by the world?

Today's Goals:

- 1.
- 2.
- 3.

Charisma Science:

#4 Purpose and Intention:

*** Know who you are, what you stand for and why you are here.**

Your daily mission statement is like your legs. It is your mini-legacy that carries you through each day so you live purposefully. Go through the following prompts:

What was your daily mission statement today?

List 3 recent people encounters. What was your daily mission statement for them?

- Encounter:
- Legs:

- Encounter:
- Legs:

- Encounter:
- Legs:

Look at your 30 day calendar.

- What events, meetings, calls and parties do you have coming up? Write your daily mission statement before each one.

When do you want to think about your legs before an event?

#5 Trigger Dopamine

*** Make people feel rewarded, positive and delighted when they are with you.**

Name Science:

1. Meet and Repeat

2. Spell It Out

3. Associate & Anchor

Practice 1:

- Association:

- Anchor:

Practice 2:

- Association:

- Anchor:

Get People Talking About Themselves:

Why do we love to talk about ourselves?

What are some ideas you have for killer conversation starters?

Go through the list of killer conversations starters and pick your favorites!

Challenge:

1. Use a Killer Conversation Starter

- Feel free to print the list of killer conversation starters or put them on your phone.

2. Define Your Personal Mission Statement

- Post it somewhere where you can see it every day!

Most Important Thing I Learned Today:



Day 4: Captivate Your Audience

How do you make a lasting first impression? In this section we are going to talk about how to captivate the imagination and attention of those around you in a fun, easy and authentic way.

Today's Goals:

- 1.
- 2.
- 3.

#6 Harvest Stories

*** Grow, collect and share captivating stories.**

The Science of Stories:

1. Our Brains Love It!
2. It's Like We're There With You!

3. We Get “In Sync”

The Story Formula:

Go through the prompts below to help build your story toolbox:

When did a person, situation or moment turn out differently than you expected?

- Story:

- Follow-Up Question:

What was your most challenging moment and how did you overcome it?

- Story:

- Follow-Up Question:

What’s the best story you’ve ever heard?

- Story:

- Follow-Up Question:

What's the craziest event you've ever been to?

- Story:

- Follow-Up Question:

Use This Chart to Build Your Story Toolbox:

Trigger Word:	Story Idea:	Follow-Up Question:
Books	What's the most interesting study, book or article you've ever read?	What are you reading right now? What was the last thing you read?
News	What's one news story you will never forget where you were when you heard it?	What's one news story you will never forget where you were when you heard it?
Hometown	What do you love about your hometown?	If you had to explain your hometown to someone who had never been there, what would you say?
Names	What's the most interesting name you have ever heard?	What's the history of your family name? What's the most interesting

		name you have ever heard?
Job	What surprised you most about the job you are in?	What advice would you give a teenager entering into this kind of work?
Adventure/New Activity	What's on your bucket list?	What's on your bucket list?
Holiday	Best or worst vacation you ever had?	Where are you going next on vacation? Best vacation spot in the world?
Party	Best party you ever had? Best childhood party you ever had? Best party you have ever been to?	Have you been to any memorable parties?
Summer	What does summer remind you of? Are summers better or worse when you are younger?	Do you have big plans this summer or from last summer?
Weather:	What's the worst sunburn you've ever had?	Ever got caught in terrible or unexpected weather?
Traffic	What's your favorite commute activity? Know any bizarre traffic laws?	Do you listen to books on tape? Music? Favorite podcasts?

Art of Story-Telling:

Being a master storyteller is a wonderful skill to have in your arsenal. Here are a few tips on the art of story telling:

1. Start with a Hook

You want to build drama and anticipation for your story right from the beginning. One way you can do this is with a hook. A hook is how you get someone’s attention. You can do this with:

- **Provocative Questions:**
 - Have you ever heard of _____? Or do you ever wonder if ___?
- **A Curiosity:**
 - One time I was surprised to learn that _____. I had no idea that _____. One of the most surprising things is _____.
- **Startling Statement:**
 - This is a statement that is strong, bold and evocative. Here are some examples: The worst piece of advice I ever got...The biggest mistake I ever had...The biggest surprise of my life...

2. Highlight a Struggle and Resolution

Stories about overcoming a struggle or finding a resolution captivate our minds the best. This can be overcoming an emotional challenge, developing a relationship or learning something surprising. Your story should have 3 basic parts:

- Beginning: The hook I talked about above.
- Middle: Conflict or trial to do, find or try something.
- End: Resolution of problem, funny ending or conclusion.

3. Story Don’ts and Do’s:

- Don't overwhelm the reader with unnecessary details.
- Don't always make yourself the hero—if you are, that's okay, just make sure you aren't bragging.
- **Do** practice verbalizing your story to get the timing and details right. Try it with a few close friends until it is fun and easy to tell.
- **Do** paint with your words. Don't be afraid to use metaphors and powerful words to add color to your story.
- **Do** use metaphors. Whenever possible use metaphors to bring people in (see example below).

4. End Relevant

- End with a provocative question, bringing it back to them.
- Or end with a call to action for them. This works if you are trying to inspire your listener.

Example:

Trigger word: Summer

Hook: Summer always reminds me of the worst and best summer of my life.

Struggle: One summer when I was 6 and my brother was 8 he broke his arm on the monkey bars.

Beginning: He broke it so bad he had to get a giant cast and keep it on for 2 months! You know, as kids this killed us—we couldn't play our usual games and he couldn't get it wet. Oh, it was horrible.

Middle: But, one day we found a special use for the cast. In my backyard growing up there were these roly-poly bugs that lived under rocks. We loved to lift up the rocks and hold the roly-poly bugs in our hands. We decided wouldn't it be great if we rolled the bugs down my brother's cast to see if they liked living under there more than living under a rock. We tried it and sure enough the bugs stayed in there! We figured they probably loved it.

Metaphor: To us, this cast was a giant ecosystem. We wanted to make it a little habitat for the roly-poly bugs. So, we started to put down leaves, rocks and dirt—to help them live more comfortably.

End: After a few days, my brother started to smell. Like, really smell. And my mom would wrap his arm since we couldn't get it wet and give him bath after bath trying to get rid of the smell. Obviously, she didn't know what we knew. He had a roly-poly bug habitat living under his cast! Finally, my mom took him in for his halfway check-up with the doctor and complained to him about the smell emanating from my brother's arm.

Painting With Words: The doctor decided to change out the cast and when he sawed it open he found the source of the smell...dead roly-poly bug carcasses, rotting leaves and caked dirt all the way down his arm. Even though my brother and I found this endlessly fascinating and hysterical, my mom (and the doctor) were none too pleased. We were grounded the rest of the summer...and my brother got an even bigger new cast.

Follow Up Question: Were you a troublemaker as a kid?

When can you use the power of stories?

How can you tell a story about your:

- Product or Service

- Business

How did you get started?

How did you come up with the idea for your product or service?

Do you have a testimonial story you can use?

Challenge:

1. Build Your Story Toolbox:

- 3 Stories
- 3 Trigger Words
- 3 Questions

2. Add Stories Into Your Pitch, Website, Social Media

Most Important Thing I Learned Today:



Day 5: Create Spark

I want to show you how to unleash your inner rockstar...or diva...or angel—whatever you have inside you that is dying to get out! Creating spark is all about getting confidence and finding inner fire.

Where are three places you could use a confidence boost?

1.

2.

3.

Today's Goals:

1.

2.

3.

Confidence Science:

#7 Contagious Confidence:

*** Be contagious with nonverbal, verbal and mental confidence.**

1. Nonverbal Confidence

Looking More Confident:

Feeling More Confident:

Pre-Power Posing:

Launch Stance:

2. Mental Confidence

Prep Your Success Routine:

1. Make a pump-up playlist of your favorite music
2. Put your most supportive, cheerleader friends on speed dial
3. Make a YouTube list of videos that inspire you or search YouTube for our videos!
4. Save a folder of funny gifs

5. Use our Superhero Activity List in our bonus package!

#8 Be Relentlessly Curious

*** Be interested to be interesting.**

1. Be a Master Questioner

2. Law of Addition

Challenge:

1. Put together your success routine

2. Big meetings, parties, weddings or dates coming up?

***Reserve 30 mins to re-watch this lesson so I can pump you up!**

3. Practice #8:

- **IM with old friend**
- **Phone**
- **In-Person**

It can be a little intimidating to do this in person right away, so I want you to practice with online chat.

- **Go onto Facebook chat, Gchat or any instant messaging client and find an old friend, casual acquaintance or business colleague to catch up with.**

- Ping them with something like: “Hey! It’s been a while, what’s been going on with you?”
- As you catch up, practice using the law of addition, master questions or Yes, and; No, but... for at least 10 minutes.
- Practice until it feels natural and then try it in person!

Most Important Thing I Learned Today:



Day 6: The Art of Conversation

How can you turn a boring conversation into a sparkling one? It might not be what you expect. Sometimes the perfect thing to say... is nothing at all.

Today's Goals:

- 1.
- 2.
- 3.

Do you fear silence or awkward pauses? Why or why not?

Would you ever consider taking a vow of silence? Why or why not?

#9 The Art of Listening:

*** Mastering the art of conversation is about mastering the art of listening.**

1. Validation

When has someone truly validated you? How did it feel?

RUC Technique:

- Rephrase Their Ideas
- Use Their Words
- Check-In

2. Avoid Wishful Hearing

Have you ever experienced wishful hearing? How did it feel?

3. Listen Nonverbally

- Fronting:
- Nodding:
- Tilting:

#10 Be Nonverbally Attuned

* Show people you are hearing them, listening to them and validating them.

In your life, where will these listening skills be helpful? Name three areas:

- 1.
- 2.
- 3.

Challenge:

Practice the skills we have learned so far:

Prepare: ___ Your Legs ___ Success Routine ___ Pre-Power Pose	Relate: ___ Launch Stance ___ Fronting ___ Nodding ___ Tilting
First Impression: ___ Convo Starter ___ Name Science	Connection: ___ Master Questioner ___ Avoid Wishful Hearing ___ RUC Technique
Rapport: ___ Story Formula ___ Law of Addition	

Most Important Thing I Learned Today:



Day 7: Surprise!

Want to know the best kept secret of socially successful people? Today, I am going to show you. Hopefully, it will surprise you!

#11 Surprise People

*** Surprise and delight people and they won't be able to forget you.**

Why is surprise important?

- Triggers Dopamine
- Stimulates Creative Thinking
- Speeds Up Cognitive Abilities

Hook: Capture Attention with Surprise

What are some ways you can capture attention with surprise?

- Business Cards
- Nametags
- Office Offerings

- Home Offerings
- Email Signature

#12 Have an Experimental Mindset

*** The key to learning is feedback and practice.**

Interaction: Keep Attention with Surprise

- Parties
- Dates
- Activities
- Your Brand
- Website
- Easter Eggs
- Online Profiles
- Saying Thank You

Attraction: Directing Attention with Surprise

Bonking:

Bonking Body Language:

1.

2.

3.

Conversational Piñata:

10 Ways to Stimulate the Best Conversations:

<http://www.scienceofpeople.com/2014/04/10-books-stimulate-best-conversations/>

Mindgasm:

Opinions:

- Would you rather be a vegetarian or gluten-free?
- Would you rather listen to one band for the rest of your life or never hear music again?
- Would you rather have a permanent clown face or wear permanent clown clothes?

Imagination:

- What's your ideal Sunday?

- What's your ideal meal?
- What's your ideal home?

Surprise Ideas:

- *Offer hot cocoa instead of coffee
- *Have a bowl of peaches instead of a bowl of candy
- *Bring birds of paradise instead of roses
- *Go on a hike date instead of a dinner date
- *Put a quote, link or video in your email signature
- *Offer chocolate kisses instead of mints
- *Put a QR code on your business card
- *Have a treasure box in your waiting room
- *Send thank you cupcakes instead of thank you notes

Challenge:

1. How can you surprise people?

2. Go through the prompts above and pick one to implement RIGHT NOW.

Most Important Thing I Learned Today:



Day 8: How to Be Memorable

Increase your social superpowers by leveraging your likability. Showing who you really are will help make you the most memorable person in any room.

Today's Goals:

1.

2.

3.

Iceberg Illusion:

What do you hide under the water?

#13 Embrace Imperfections

* Vulnerability makes us human, relatable and authentic.

1. Use the Franklin Effect

What are three things you need help with right now?

- What:

- **Who can you ask for help?**

- **What:**

- **Who can you ask for help?**

- **What:**

- **Who can you ask for help?**

2. Be Transparent

3. Apologize

Positive Side Effects of Vulnerability:

-
-
-

Spotlight Effect:

Challenge:

1. Reach out to someone for advice.

2. Stranger Challenge:

- Take at least 3 pictures with complete strangers power posing.
- Some people will say no—that's the point! We are getting in the habit of being out of our comfort zone and asking for help.

Most Important Thing I Learned Today:



Day 9: Be the Highlight

You know those people who light up a room? I want to teach you to be that person. Learn how to be the highlight of any interaction with the *authentic* art of charm.

Today's Goals:

1.

2.

3.

#14 Be a Highlighter

* Help people be the best version of themselves.

1. Start on a Positive

Be a Raver:

2. Keep It Positive

Spontaneous Trait Transference:

The Science of Optimism:

3. Use the Pygmalion Effect

- Expect the best from people
- Give genuine compliments
- Use Positive labels

4. Be an Offerer

What are some ways you can offer?

Challenge:

1. Go tell someone how awesome they are!

- Write an email, make a call or have a meeting and tell someone how awesome they are. Give them a genuinely positive label.

2. How can you offer in the next 30 days?

- Go through your calendar and decide where and how you can be an offerer at an event in the next 30 days.

Most Important Thing I Learned Today:



Day 10: Personality Matrix

Find out how others see you with the personality matrix. Learn the inner workings of personality and motivation by identifying people's strengths and limits.

Which TV, movie or book character is most similar to you? List 3 shared traits or goals:

1.

2.

3.

Today's Goals:

1.

2.

3.

What is lensing?

Your Personality Worksheet:

	Real:	Projected:	Perceived:
Strengths	1. 2. 3.	1. 2. 3.	1. 2. 3.
Limits	1. 2. 3.	1. 2. 3.	1. 2. 3.

#15: Personality Matrix

* Learn to how to use the personality matrix to leverage strengths and limits.

The Five Factor Model:

1. Extraversion

2. Conscientiousness

3. Agreeableness

4. Openness

5. Neuroticism

The Personality Matrix:

Extraversion:

High:

Seek:

Appreciate:

Low:

Seek:

Appreciate:

Conscientiousness:

High:

Seek:

Appreciate:

Low:

Seek:

Appreciate:

Agreeableness:

High:

Seek:

Appreciate:

Low:

Seek:

Appreciate:

Neuroticism:

High:

Seek:

Appreciate:

Low:

Seek:

Appreciate:

Openness:

High:

Seek:

Appreciate:

Low:

Seek:

Appreciate:

Challenge:

1. Take Your Big 5 Test

ScienceofPeople.com/Personality

2. Confirm Your Big 5 Test

- Pick two people who will be honest with you.
- You can either ask them to take the Big 5 Test as you (a bit of a longer task) or you can ask them to choose 3 strengths and 3 weaknesses below.
- Copy and paste this email to them—customize as you wish.

“Hey!

I am doing this course on Creative Live called “Master Your People Skills” and I was hoping you could help me with a little personality quiz! I promise it will be painless. I’m asking you because I know you will give me really honest feedback.

Of this list, will you let me know which 3 strengths I have?

Extroverted
Friendly
Efficient
Organized
Industrious
Spontaneous
Easy-Going
Laid-Back
Flexible
Compassionate
Trusting
Analytical
Stable
Confident
Inventive
Curious
Adventurous
Practical
Consistent
Enthusiastic
Cheerful
Inspiring
Warm
Funny
Determined
Patient

Independent
Creative
Imaginative
Direct
Fun
Strong
Intelligent
Consistent
Responsible
Focused

Of this list, will you let me know what my 3 biggest limits are? (I promise I want the truth!)

Aggressive
Inhibited
Strict
Naïve
Suspicious
Cautious
Sensitive
Nervous
Reactive
Dreamer
Pushy
Undisciplined
Passive
Bossy
Messy
Cynical
Blunt
Inflexible
Moody
Stubborn
Reckless
Lazy
Complaining
Impatient
Argumentative
Disorganized
Possessive
Materialistic
Cold
Vengeful
Distrusting
Short-Tempered

Impulsive
Indecisive
Demanding
Hostile
Oversensitive
Dramatic
Rude
Pessimist
Closed-minded

Thank you!"

Most Important Thing I Learned Today:



Day 11: Optimizing Interaction

Learn what makes people tick so you can optimize every interaction based on personality strengths and limits. Today I am going to show you how to design your personality and help others do the same.

Today's Goals:

- 1.
- 2.
- 3.

Big 5 Trends:

Free Trait Theory:

#16 Optimize Personality:

* We can optimize natural traits to achieve our goals.

Optimizing You:

1. Extraversion

Low:

- Strengths:

- Limits:

High:

- Strengths:

- Limits:

Goal:

Action Step:

2. Conscientiousness

Low:

- Strengths:

- Limits:

High:

- Strengths:

- Limits:

Goal:

Action Step:

3. Agreeableness

Low:

- Strengths:

- Limits:

High:

- Strengths:

- Limits:

Goal:

Action Step:

4. Neuroticism

Low:

- Strengths:

- Limits:

High:

- Strengths:
- Limits:

Goal:

Action Step:

5. Openness

Low:

- Strengths:
- Limits:

High:

- Strengths:
- Limits:

Goal:

Action Step:

What are stories that showcase your:

__ Extraversion

- Growing Up

__ Conscientiousness

- Work Projects

__ Agreeableness

- Friends
- Hobbies

__ Openness

- Travel
- College

Neuroticism

- Family

- Goals

Challenge:

1. What areas of your personality do you want to optimize?

- **What are your action steps?**

2. How can you help your riser be their best self?

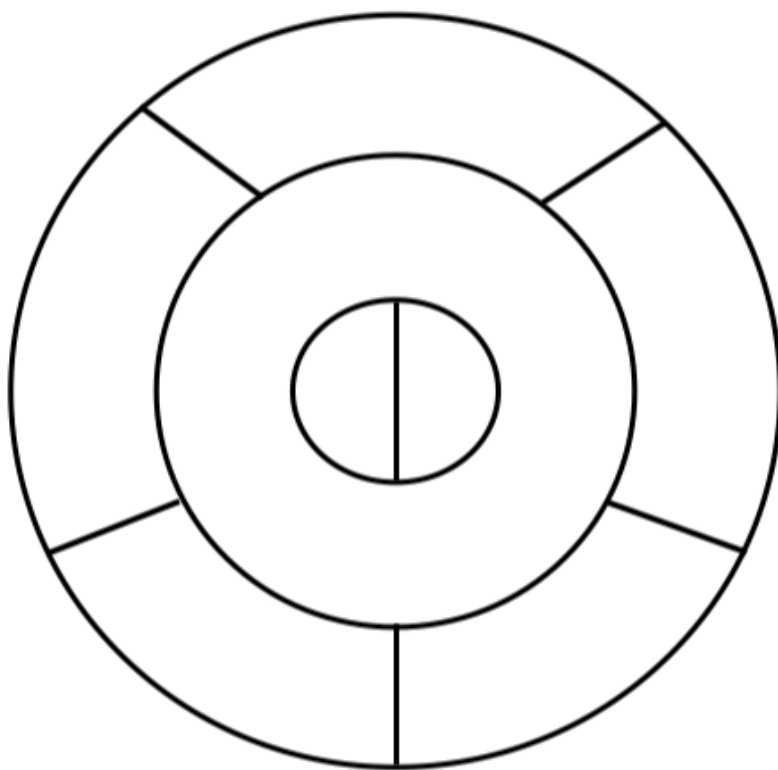
Most Important Thing I Learned Today:



Day 12: How to Speed-Read People

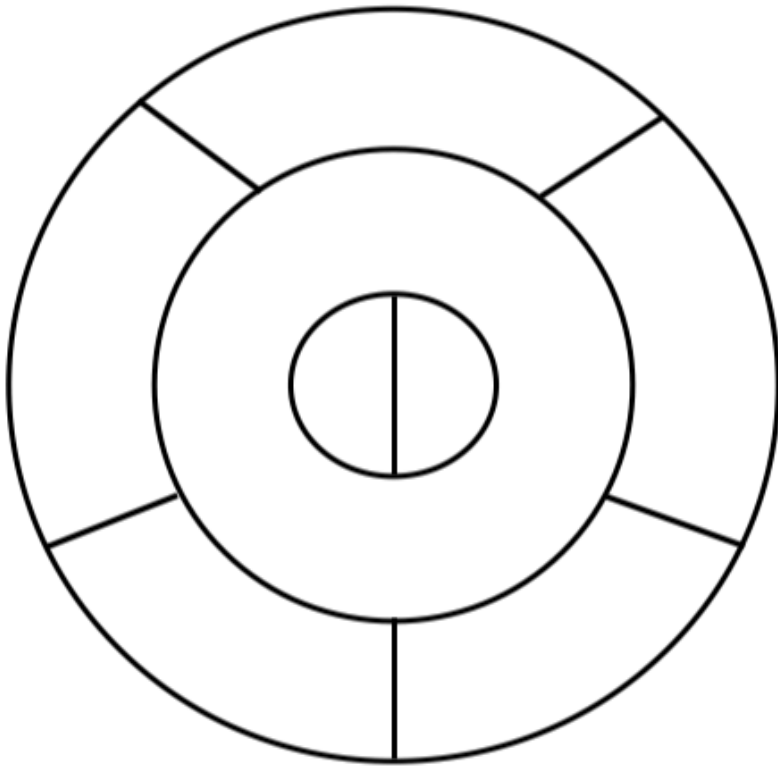
Whether you need to quickly read someone for business, dating or social interactions, this section will teach you how to instantly read someone so you can connect on a deeper level.

Practice Video 1:



Intelligence:

Practice Video 2:



Intelligence:

Today's Goals:

1.

2.

3.

The Golden Rule:

#17 The Platinum Rule:

*** Treat others as they would treat themselves.**

High Extraversion:

Nonverbal:

Verbal:

Optimize:

Low Extraversion:

Nonverbal:

Verbal:

Optimize:

High Conscientiousness:

Nonverbal:

Verbal:

Optimize:

Low Conscientiousness:

Nonverbal:

Verbal:

Optimize:

High Openness:

Nonverbal:

Verbal:

Optimize:

Low Openness:

Nonverbal:

Verbal:

Optimize:

High Agreeableness:

Nonverbal:

Verbal:

Optimize:

Low Agreeableness:

Nonverbal:

Verbal:

Optimize:

High Neuroticism:

Nonverbal:

Verbal:

Optimize:

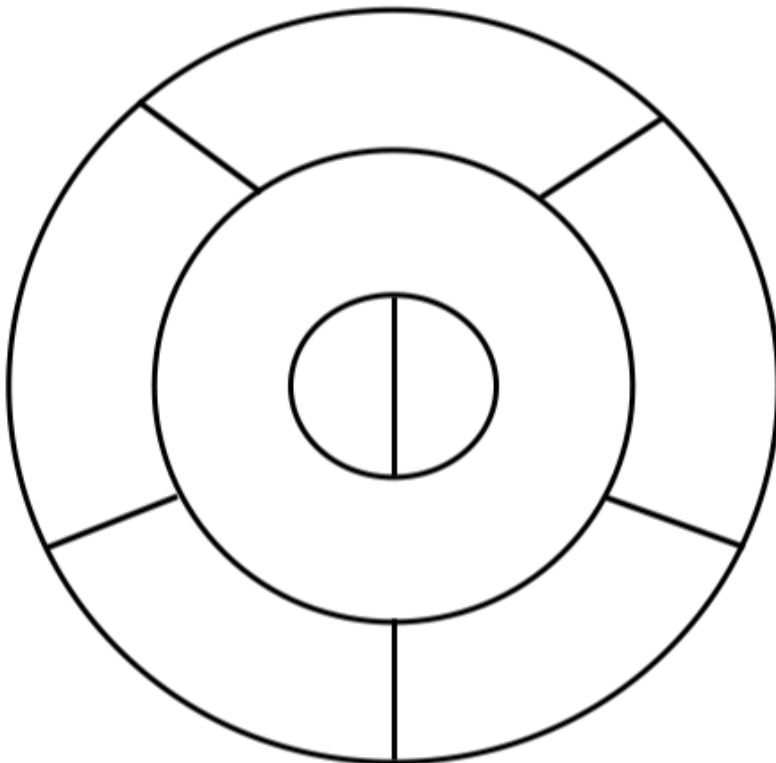
Low Neuroticism:

Nonverbal:

Verbal:

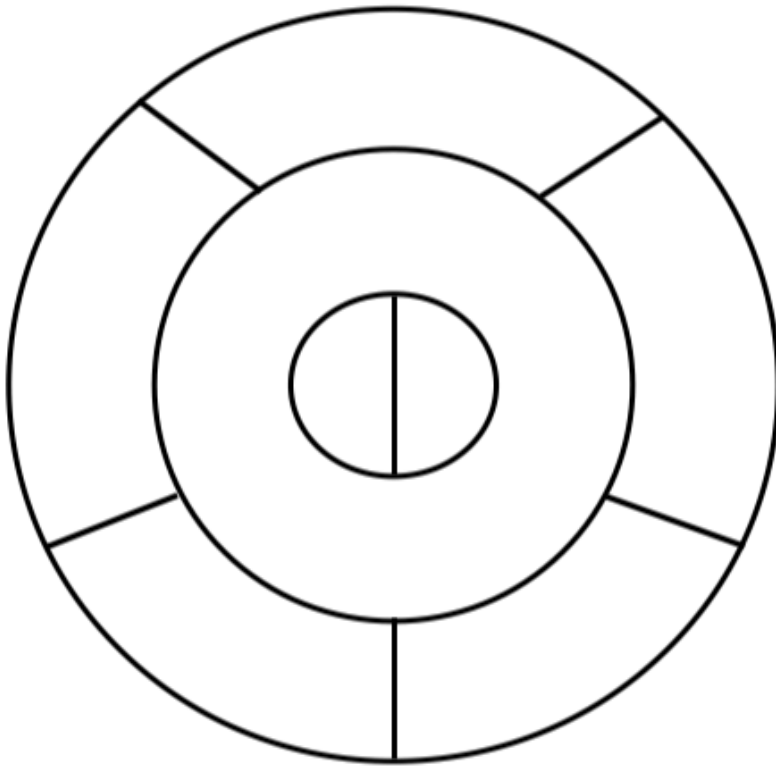
Optimize:

Practice:



Intelligence:

Practice:



Intelligence:

How to Speed Read People:

1. Read Their Nonverbal Cues

2. Listen for Verbal Cues

- Words, Stories, Pace

3. Skills:

- #8 Be Relentlessly Curious
- #9 Be a Master Listener
- #10 Be Nonverbally Attuned

4. Fixed Point Theory:

- Extraversion:
 - Do you like coming to events like this?

- Growing Up
- Conscientiousness:
 - What are you working on right now?
 - Work Projects
- Agreeableness:
 - How do you know the host?
 - Friends & Hobbies
- Openness:
 - Tried any new activities lately?
 - Travel & College
- Neuroticism:
 - Family
 - What's your day-to-day like?

Challenge:

- 1. Build a Matrix with 2 new people!**
- 2. Build a Matrix with an old friend.**
 - Chat, Phone or Face to Face

Most Important Thing I Learned Today:



Day 13: Conquer Your Fears

It's your time to be socially fearless. Stop feeling like a fraud, harness your confidence and know you are worthy of connection. Today we are going to conquer your fears!

I don't want people to know:

Today's Goals:

1.

2.

3.

Impostor Syndrome:

Self-Narratives:

How does your fear dress up?

Fear Science:

Low Road vs. High Road:

Emotional Hijacking:

#18: Enter Fearvana

* Examine, interpret and reframe our fears with compassion.

Fearvana:

1. Introspection:

Fear File:

Fear Triggers:	Fear Costumes:	Reframe Name:

2. Reframe:

3. Make Love to Your Fear:

Support System:

Issue:	Person #1:	Person #2:	Person #3:
Emotional supporter:			
A problem solver:			
An inspirer:			
A listener:			

Challenge:

1. Build Your Fear File:

- Triggers, Responses, Renames

2. Identify Your Support System

3. Re-watch on Your Birthday!

Most Important Thing I Learned Today:



Day 14: Creating Value

Are you ready to interact smarter, not harder? Creating value for people is easier than you think. Today I am going to teach you how to read, interpret and tap into people's core values.

Who do you admire?

- **What is one quality that they have that you admire?**

What do appreciate most in your life right now?

Today's Goals:

1.

2.

3.

How do you tap into Maslow's hierarchy of needs?

#19 Find Their Value

*** Discover their personal mission statement to speak their value language.**

Value Language:

Value Languages Help Us:

-
-
-

1. Money

2. Image

3. Power

4. Knowledge

5. Fame

6. Experience

7. Relationships

8. Perfection

9. Uniqueness

Please rank the following in order of importance to you: (1 being very important, 9 being least important):

- ___ **Having money**
- ___ **Having power**
- ___ **Having strong relationships**
- ___ **Having good looks**
- ___ **Having fame**
- ___ **Having unique experiences**
- ___ **Being different**
- ___ **Having a good reputation**
- ___ **Having a high IQ**

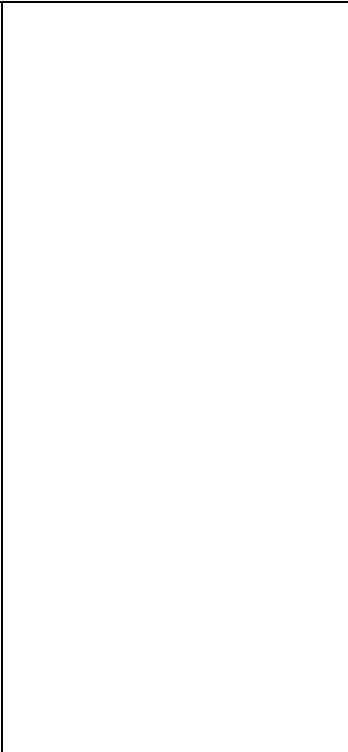
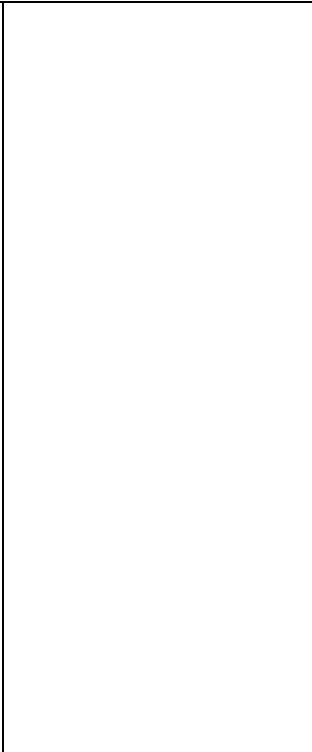
How to Read Value:

- #9 Be a Master Listener
- #6 Harvest Stories
- #8: Be Relentlessly Curious

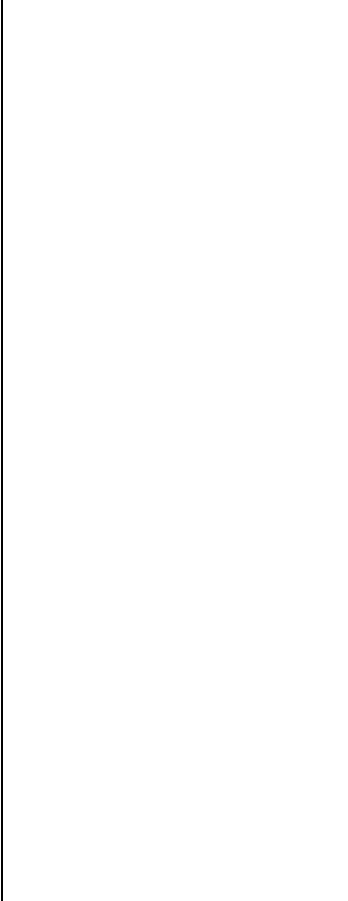
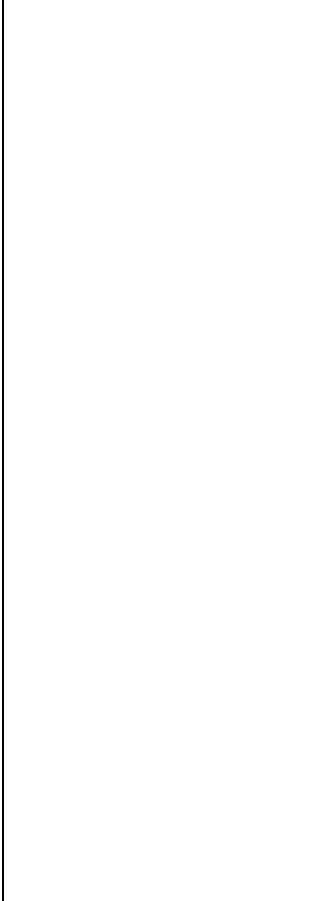
1. Microexpressions. See all the microexpressions in action at ScienceofPeople.com/Microexpressions

Microexpression Chart:

	Description:	What It Means:
Fear:		

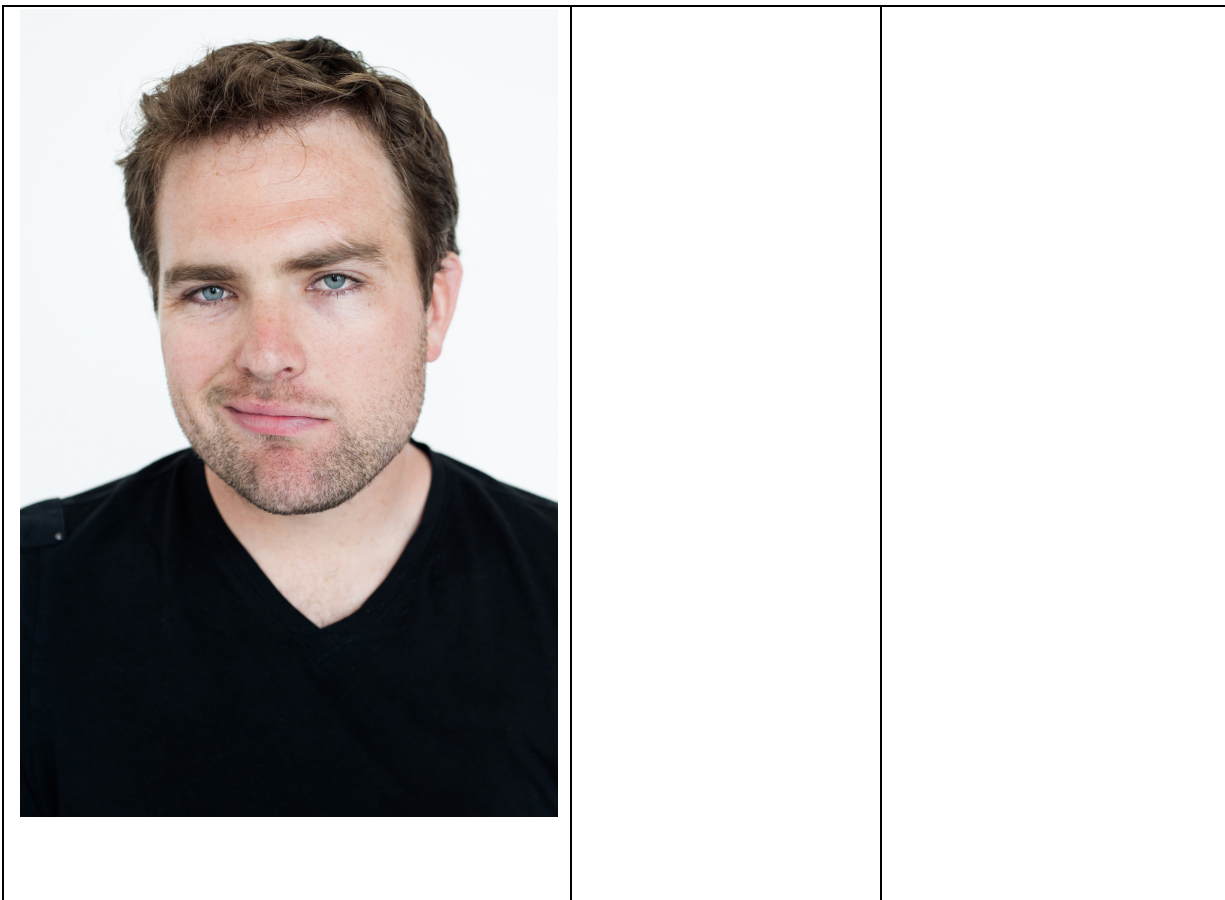


Happiness:



Contempt:





Challenge:

1. Rank your value languages using the prompts above.

2. Rank your riser's and your intimate's value languages:

- **How do you think your risers/intimates would rank their value languages?**
- **What could you ask them to help figure it out?**

Most Important Thing I Learned Today:



Day 15: Halfway Check-In

We are halfway done! Can you believe it? Today is our live check-in. I have also included some prompts for you to recap what you have learned and reset your goals for Part II.



Day 16: People Hacks

Learn how to successfully deal with people in any situation from solving conflicts to public speaking. These are my best people hacks for every day use!

Today's Goals:

- 1.
- 2.
- 3.
- 4.

#20 Be a People Ninja

*Use your people skills to be flexible, adaptable and ready for any situation.

How to Ace an Interview

Master Public Speaking

Cold Contacting

How to Deliver Bad News

How to Calm Someone Down

How to Negotiate

Challenge:

Do 3 More Skills:

- On Your Own
- With a Partner
- With Low Pressure Practice

Bonus Links:

- [10 Ways to Rock a Networking Event:](#) Have a networking event coming up? Watch this quick video!
- [Tips for Public Speaking](#)

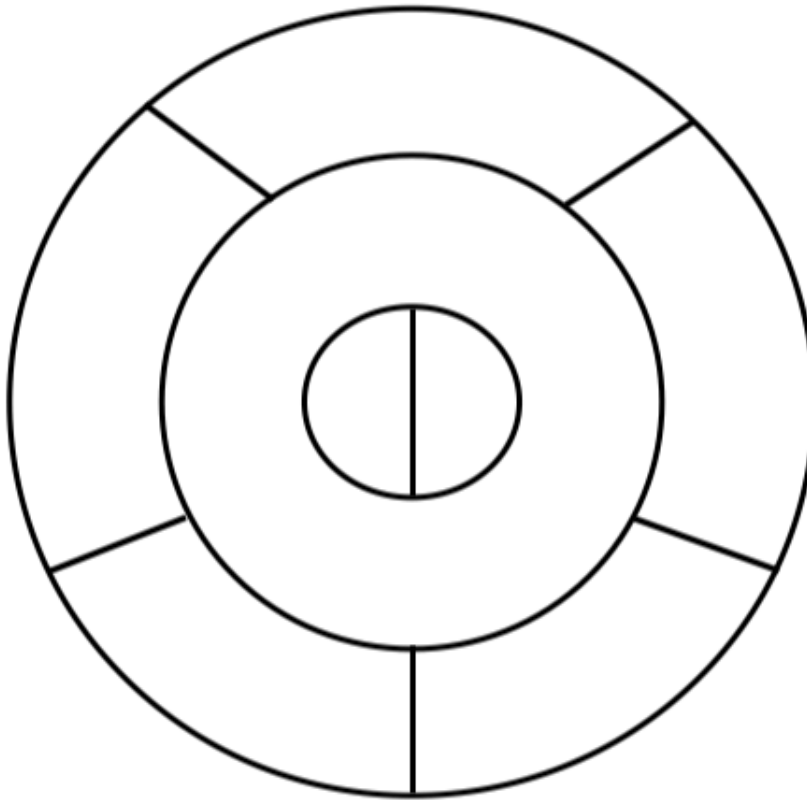
Most Important Thing I Learned Today:



Day 17: The Wow Formula

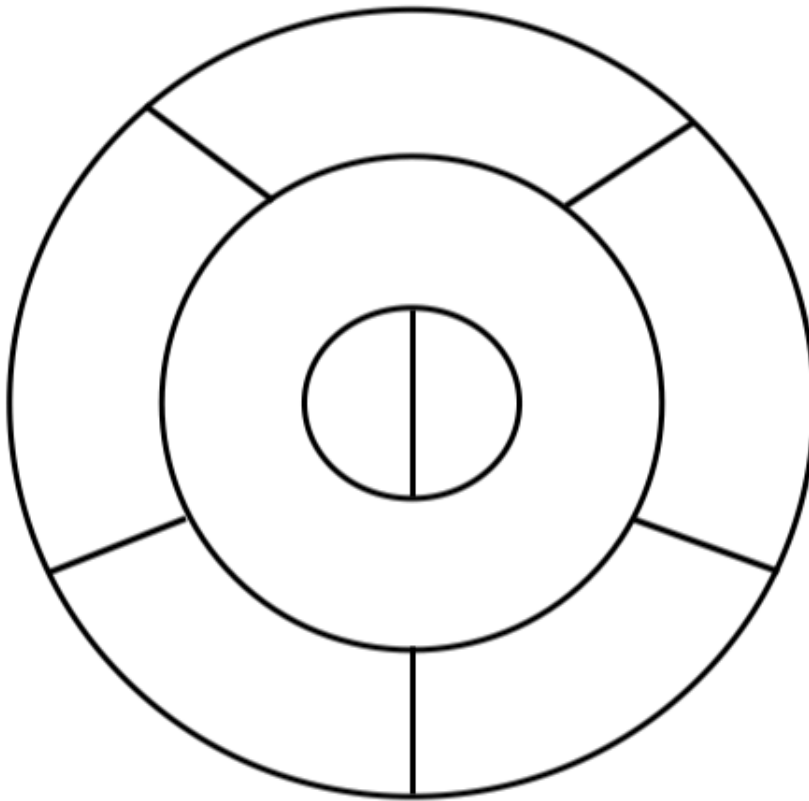
Learn the formula for wowing anyone, anytime, anywhere. Today I am going to attempt to banish awkwardness forever! Use this simple formula for business, romance and social situations.

Practice 1:



Intelligence Type:

Practice 2:



Intelligence Type:

Today's Goals:

- 1.
- 2.
- 3.

The Wow Formula:

1. Mapping An Event:

2. Handshake Science:

3. The Graceful Exit:

- Verbal Exit Cues:

- Nonverbal Exit Cues:

4. Your Next Big Thing Worksheet

Pre-Mortem:

Post-Mortem:

People Logistics:

Challenge:

- 1. Do the Next Big Thing Worksheet for an upcoming event.**

- 2. Schedule to re-watch this segment before your next big thing.**

Most Important Thing I Learned Today:



Day 18: The Psychology of Attraction

What is the basis of human attraction and how do you leverage it? Today I will teach you the attraction starters and killers. By the way, attraction isn't only about romance—we need to be attracted to friends, business partners and clients to be successful!

What attracts you?

Today's Goals:

1.

2.

3.

Attraction Builders:

What causes attraction? Lets review the psychology of attraction.

1. Growth Mentality (1 strongly disagree, 5 strongly agree)

You have a certain amount of intelligence, and you can't really do much to change it.

1 2 3 4 5

Your IQ is genetic.

1 2 3 4 5

You can learn new things, but you can't really change your basic skill set.

1 2 3 4 5

Your talent in an area is something about you that you can't change very much.

1 2 3 4 5

#21 Strive for Growth

*Your intelligence, talents and skills can be improved, elevated and changed if you desire it.

Fixed vs. Growth Science:

2. Availability:

3. Similarity Attraction Effect:

- **The Like Radar:**
 - How do you know the host?
 - What are your favorite restaurants around here?
 - What are you up to this weekend?
 - Keeping up with __sport recently?
 - Do you like coming to events like this?
 - What's your favorite ____?
 - What's your biggest pet peeve?
 - Story Toolbox Topics*

Check out: 13 Great First Date Questions:

<http://www.scienceofpeople.com/2014/08/13-great-first-date-questions/>

Attraction Murderers:

Learn the 7 common obstacles that limit your attraction. These are the attraction murderers.

Rate yourself on a scale of 1 to 5 (1 being not an issue for me, 5 being a major problem for you).

Then identify your fears:

Attraction Murderer:	Rate Yourself:	Underlying Fear:
Gossip:		
Negativity:		
Interrogating / Interrupting:		
Sarcasm:		
Impatience:		
Dismissive / Apathetic:		
One-Upper / Condescending:		

Challenge:

1. Identify Your Attraction Murderers

2. Who in your life has a growth mindset? How has it helped them?

- **What kind of mindset do your intimates have?**
- **Your risers?**

Add the plus to their matrix forms if applicable.

Most Important Thing I Learned Today:



Day 19: Building Connection

How do you deepen a connection with a special someone? Learn how to overcome the common obstacles to connection and answer questions every couple should address.

What frustrates you about building connection?

Today's Goals:

- 1.
- 2.
- 3.

Attachment Theory:

The Strange Situation Test:

- **Secure: Free exploration and happiness upon mother's return**
 - **Explores the room freely when Mom is present. Slight distress when mother leaves, but is happy when she returns. If he cries, he seeks comfort. Once comforted, he is soon ready to resume his independent exploration.**
- **Avoidant: Little exploration and little emotional response to mother**

- Doesn't explore much. Doesn't show much emotion when his mother leaves. Shows no preference for mother over a complete stranger. When mother returns, he tends to avoid or ignore her.
- **Anxious:** Little exploration, great separation anxiety, and resentment to mother
 - Doesn't explore much. But unlike the avoidant child, the anxious child is wary of strangers and is very distressed when mother leaves. When the mother returns, the resistant child is ambivalent. Although he wants to re-establish close proximity to his mother, he is also resentful—even angry—at his mother for leaving him in the first place. As a result, the resistant child may reject his mother's advances.
- **Disorganized-Insecure:** Little exploration and confused response to mother.
 - Exhibits a mix of avoidant and anxious behaviors. Lots of confusion and anxiety.

Which explanation best describes you?

A. I am somewhat uncomfortable being close to others; I find it difficult to trust them completely, difficult to allow myself to depend on them. I am nervous when anyone gets too close and often, others want me to be more intimate than I feel comfortable being.

B. I find it relatively easy to get close to others and am comfortable depending on them and having them depend on me. I don't worry about being abandoned or about someone getting too close to me.

C. I find that others are reluctant to get as close as I would like. I often worry that my partner doesn't really love me or won't want to stay with me. I want to get very close to my partner and this sometimes scares people away.

D. I can't decide between paragraphs A and C.

*Hazan C, Shaver PR (March 1987). "Romantic love conceptualized as an attachment process". *Journal of Personality and Social Psychology* 52 (3): 511–24.

Take the Attachment Test:

[ScienceofPeople.com/PQ](https://www.scienceofpeople.com/PQ)

1. Avoidant

2. Anxious

3. Disorganized

4. Secure

#22 Secure Attachment

*** Build secure attachments with the special people in your life.**

Secure Attachment Style:

Building Oxytocin:

Dance the Nonverbal Duet:

Me-Ness:

- Defensiveness: Accepting no responsibility as a 'we.' Instead, displaying righteous indignation and meeting a complaint with a counter complaint.

- Withdrawal/Stonewalling: 'Me' needs to be protected from 'we.' And 'me' is not worth discussing 'we.'
- Criticism: Pointing out differences and suggesting your partner's personality is defective.
- Disrespect/Contempt: Feeling superior to your partner. 'Me' is superior to 'we.'

We-Ness:

Exploratory:

- Questions Every Couple Should Answer (We put this in a separate worksheet for you so you could print it out)

Challenge:

1. Questions Every Couple Should Answer

- **Do you know your answers?**

2. What is Your Attachment Style?

- **What is your partner's attachment style?**

Most Important Thing I Learned Today:



Day 20: Finding Love

We all need, deserve and desire love. In fact, love is the best part of being human. Learn how to capture it and be the best possible partner, friend and colleague.

Write a love letter:

Today's Goals:

- 1.
- 2.
- 3.

The Three Elements of Love:

- 1.
- 2.
- 3.

Liking vs. Loving: Social Psychologist, Zick Rubin created a test measuring liking and loving. Fill out the following exercise:

Measuring Liking:

- I feel that _____ is a very stable person.
- I have confidence in _____'s opinions.
- I think that _____ is usually well-adjusted.
- _____ is one of the most likeable people I know.

Measuring Loving:

- I feel strong feelings of possessiveness towards _____.
- I like it when _____ confides in me.
- I would do almost anything for _____.
- I find it easy to ignore _____'s faults.

#23 Love Fully

*Speak the language of love—know how people show and feel affection.

The Five Love Languages:

How did your parents show you love growing up? What made you feel the most loved as a child?

When you really want to show someone you care about them, what first comes to your mind to show it?

What makes you feel most cared for by your friends, family or current partner? What do they do that makes you feel this?

In past relationships what needs were not meant? What made you NOT feel loved?

Love Language:	Description:	Partner:	Professional:
Words of Affirmation			
Gifts			
Acts of Service			
Physical Touch			
Quality Time			

How to Use the Love Languages:

- **Ask for What You Need**

- What is one way you want more love, support and appreciation?

- **Give Before Being Asked**

- What is one way you know you need to do this right now?

- **Know How to Repair**

- What is one way you know you need to do this right now?

Challenge:

1. Confirm Your Love Language:

ScienceofPeople.com/PQ

2. Confirm Your Partner/Friend/Parent/Colleague

3. Re-Watch at the Start of a New Relationship or to Reboot an Existing One

Most Important Thing I Learned Today:



Day 21: Successful Communication

How can you successfully deal with people? Today we are going to review a simple, easy and applicable run-down of the best communication tips you can use right away.

When do we miscommunicate?

Today's Goals:

- 1.
- 2.
- 3.

Value Solicitation:

1. Motivation

2. Skills

Extraversion:

- **Low:**

- **High:**

Conscientiousness:

- **Low:**

- **High:**

Agreeableness:

- **Low:**

- **High:**

Neuroticism:

- **Low:**

- **High:**

Openness:

- **Low:**

- **High:**

3. Feedback and Communication

Communication Solicitation Questions:

You can have employees take formal intelligence tests, personality questionnaires or value exercises, but you can also do this informally in an interview or over lunch. Here are a few questions that can help you solicit motivation, skills and communication styles:

1. What did you love about your last job?
2. What do you wish was different?
3. How do you like to work?
4. What are you most excited about?
5. Are you anxious about anything we are going to work on?
6. What are your goals?
7. What do you hope to achieve together?
8. Anything I should be aware of before working together?
9. What tasks are you best at?
10. What tasks do you enjoy least?
11. What role do you typically play?
12. What projects do you like working best on?
13. Do you like formal or informal check-ins?
14. How do you like to receive feedback?
15. How do you best communicate?
16. What's your communication style?
17. Do you believe that people are born with an innate intelligence or that they can improve it?

Challenge:

Identify one person's motivations, skills and feedback needs.

***Keep this in your back pocket!**

Whenever you need to remind yourself of value solicitation questions or the communication formula come back to this lesson or save this part of the workbook.

Most Important Thing I Learned Today:



Day 22: Brand Personality

How can you reach your ideal customer? Understanding the psychology of branding will help you reach your people.

Today's Goals:

- 1.
- 2.
- 3.

Name Three Words to Describe Your Brand:

- 1.
- 2.
- 3.

Does your brand show in the following areas? Is it consistent?

Your Website

Your Offerings

Your Social Media

Your Office

Your Mission Statement

Your Logo

__ Your Voice

__ Your Resume & Brochure

__ Your Business Card

__ Your Clothes

#24 Invest in Human Capital

*** How can you help someone become what *they* want to be?**

Name some of your favorite brands. What do they do well? What do they help you become?

- Brand:
- Human Capital Mission:

- Brand:
- Human Capital Mission:

- Brand:
- Human Capital Mission:

- Brand:
- Human Capital Mission:

Your Ideal _____:

Prompt:	Your Ideal:
Demographic: What are they like?	
Hobbies: What nourishes them?	
Matrix:	
What's their intelligence type?	
Where do they fall on the Big 5?	
Top 3 value languages?	
What's their mindset?	
What keeps them up at night?	

What do they worry about?	
What are their goals?	
What are their legs the day they work with you?	
What is their legacy?	
Other notes:	
Other notes:	

How can you help them get what they want? Name at least 3 ways:

-
-
-

Challenge:

1. Do as many ideal worksheets as you need. Most businesses have 3.

2. What are three things you can do to help your customer reach their mission? Put them on your to do list.

3. Rewatch this segment when pitching a new client or seeking a new job.

Most Important Thing I Learned Today:



Day 23: How to Inspire

Increase your impact by learning the art of infecting others with your ideas, inspiration and energy. Not everyone wants to shout their ideas from the rooftops. Today we are going to learn the 4 different types of inspiration.

Who is the most inspiring person you know? Why?

Today's Goals:

- 1.
- 2.
- 3.

Inspiration Science:

#25 Live to Inspire

*** Adapt your inspiration style to make a bigger impact.**

6 Inspiration Styles:

1. Visionary

- **Goal:**

- **When to Use:**

- **How to Use:**

Person:	Need:	Action Step:

2. Coaching

- **Goal:**

- **When to Use:**

- **How to Use:**

Person:	Need:	Action Step:

3. Affiliative

- **Goal:**

- **When to Use:**

- **How to Use:**

Person:	Need:	Action Step:

4. Democratic

- **Goal:**

- **When to Use:**

- **How to Use:**

Person:	Need:	Action Step:

5. Feeling

- **Goal:**

- **When to Use:**

- **How to Use:**

Person:	Need:	Action Step:

***6. Commanding**

- **Goal:**

- **When to Use:**

- **How to Use:**

Person:	Need:	Action Step:

Inspiring Ownership:

Challenge:

Do one action step for each inspiration area.

Most Important Thing I Learned Today:



Day 24: The Science of Leadership

Understand the power of tribes by finding and showcasing your inner leader. Having strong people skills is about harnessing your inner greatness.

What are the qualities of a great leader?

Today's Goals:

- 1.
- 2.
- 3.

The Power of Tribes:

1. Be Bold

Bold-ify:

What do you do?

***Purge:**

-Fillers

-Disqualifiers

-Apologetic Tone

2. Why Over What

What:

How:

Why:

Professional Mission Statement

#27 Why Not What

*** Know, share and develop why you do what you do.**

3. High Emotional Intelligence

How can you be more aware of your micromessages?

Challenge:

1. Solidify Your Professional Mission Statement

2. Practice Your Bold-ifying

3. Auto-Correct Your Microinequities

Most Important Thing I Learned Today:



Day 25: Human Vampires

You know the people who suck the life, energy and happiness right out of any interaction? Learn how to spot the 4 types of difficult people and how to get along with anyone... even your mother-in-law.

Are you a narcissist? Take the quiz to find out:

<http://psychcentral.com/quizzes/narcissistic.htm>

Today's Goals:

1.

2.

3.

The 4 Types of Difficult People:

Downers:

- **AKA:**
- **Habits:**
- **Difficulty:**

- **Fear:**

- **Personality Matrix:**

One-Uppers:

- **AKA:**

- **Habits:**

- **Difficulty:**

- **Fear:**

- **Personality Matrix:**

Passives:

- **AKA:**

- **Habits:**

- **Difficulty:**

- **Fear:**

- **Personality Matrix:**

Tanks:

- **AKA:**

- **Habits:**

- **Difficulty:**
- **Fear:**
- **Personality Matrix:**

#28 Prevent Toxicity

*** Prevent difficult people from being toxic by understanding how to get along with anyone.**

How to Get Along With Anyone:

1. Don't Try to Change Them:

2. Value & Acknowledge Them:

3. Set Your Boundaries!

When-Feel-Need Technique:

Challenge:

1. Ask: How can I be a better ____?

- Ask at least one colleague, friend or partner how you can be a better friend, colleague or partner to them.

2. Try the When-Feel-Need Technique

Bonus: Go crack a nut!

Most Important Thing I Learned Today:



Day 26: Persuasion

Become an agent of influence. Learn what to say to get your way with the psychology of persuasion. These principles will serve you everywhere from business to car negotiations!

Today's Goals:

1.

2.

3.

#29 Use the Laws of Persuasion

* Understand how to authentically and positively influence those around you.

12 Laws of Persuasion

1. Reciprocity Norm

How can you implement the reciprocity norm?

2. Scarcity Principle

How can you implement the scarcity principle?

3. Paradox of Choice

How can you implement the paradox of choice?

4. The Yes Ladder

How can you implement the yes ladder?

5. The Pique Technique

How can you implement the pique technique?

6. Loss Aversion

How can you implement loss aversion?

7. The Power of Feelings

How can you implement the power of feelings?

Challenge:

1. Brainstorm How to Use Each Persuasion Law
2. Implement One Persuasion Law Into Your Social Media / Website / Materials

Most Important Thing I Learned Today:



Day 27: Supercharge Your Sales

Win the client, win the deal and win the business. Whether you are selling a product, a service or even an idea--you have to know the fundamental aspects of how people buy in. Let's continue with the Laws of Persuasion!

Today's Goals:

1.

2.

3.

12 Laws of Persuasion

8. Trust Factor

- Verbally:

- Nonverbally:

How can you implement the trust factor?

9. Social Proof

How can you implement social proof?

10. Use the Personality Matrix

- **Speed Read**

- **Value Solicitation**

Extraversion:

- **Low:**

- **High:**

Conscientiousness:

- **Low:**

- **High:**

Agreeableness:

- **Low:**

- **High:**

Neuroticism:

- **Low:**

- **High:**

Openness:

- **Low:**

- **High:**

11. Find the Pain

What are their problems and pain points?

12. Solve their Pain

How to Close the Deal:

- Quantify the Value of Your Solution
- What's Your Secret Sauce?
- Substantiate Your Claim

How can you solve your customer's problems and pain points?

How can you lower future pain / risk?

Challenge:

1. Interview One Customer on their Pain Points and Problems
2. Brainstorm How You Can Solve Them

Most Important Thing I Learned Today:



Day 28: Digital People Skills

Do you interact with people by phone? Or on the Internet through email, Facebook, chat or Twitter? People skills can boost your digital communication success.

What are your biggest pet peeves about digital communication?

Today's Goals:

1.

2.

3.

#30 Digital Skills

*** Your high people skills can be used both online and offline.**

Online Communication Skills:

1. Confidence

- Action Steps:

2. Personality Matrix

Profile Analyzer:

<http://applymagicsauce.com>

- Action Steps:

3. The Power of Faces

- Action Steps:

4. The Power of Words

- Action Steps:

5. Emotions Are Contagious

- Action Steps:

The Top 10 Rules of Digital Life

1. **Reciprocity Matters:** Users most strongly agreed that if friends or friends of friends reaches out to you, you're expected to respond.
2. **Respect:** A disrespectful comment online is the same as a disrespectful comment in person.

3. **Don't Repost:** If a friend deletes a post or tag that you made, it's considered impolite to repost that content.
4. **Forward-Thinking:** If your action will have a negative impact on a friend, do NOT post.
5. **It's No Replacement:** Online interactions are not a replacement for face-to-face. Real friends should be contacted in person.
6. **Be Honest:** You can focus on the positive, but honest self-representation earns digital respect.
7. **Anti-Addict:** Never interacting online so much that it interferes with work.
8. **Protect Yourself:** Don't post anything that could be used against you or a friend in the future.
9. **Common Sense:** If you wouldn't do it in person...don't do it online.
10. **Boss Sniff Test:** Consider how a post would look to a friend's employer or potential employer before posting.

Phone Communication Skills:

How to minimize lying in emails:

Go through the following phone self-evaluation. Rate yourself from 1 to 10.

1 = Needs Improvement

10 = I'm Awesome at This

If you find yourself marking any "1's" start practicing with friends and family to slowly correct your habit.

Action:	Self-Rating:	Action Step:
Professional Vocabulary		
Speaking Speed		
Concise (no like, um, you know)		
Speaking Amount (Too		

much or too little)		
Appropriate Speaking Volume		
Low Natural Voice Tone		
Strong Vocal Power (not raspy or croaky)		

Common Phone Problems:

Challenge:

1. Do Your Phone Self-Evaluation

2. Complete 3 Action Steps for Online Communication Skills

3. Reminder: Watch Every October 1st

Bonuses Links:

- [How to Be an Expert](#)
- [Photography Shot List](#)
- [Nonverbal Hacks for Your Website](#)

Most Important Thing I Learned Today:



Day 29: Awesome Club

Up your personal power by leveraging the strength of your best supporters. Learn how to set-up your own personal board of directors to help you succeed.

What are some of your biggest professional challenges?

Today's Goals:

1.

2.

3.

The Science of Support:

#31 Build Your Support

*** Combine intelligence, strength and support to be your best self.**

Awesome Club:

What:

Why:

Who:

Where:

When:

How:

1. What are you working on?
2. What was your biggest success this month?
3. What is your biggest challenge?
4. What are your 3 MAC goals before next meeting?

5. How can we help?

MAC Goals:

Measurable: Goals should be measurable. In other words, how can you know if a goal is achieved if you cannot measure it?

- Not measurable: “Lose weight”
- Measurable: “Lose 10 pounds by the next meeting”

Attainable: Goals should also be practical and attainable. Otherwise you set yourself up for failure. Use your awesome club to get feedback on the feasibility of your goal.

- Not attainable: “Lose 30 pounds by the next meeting”
- Attainable: “Lose 10 pounds by the next meeting”

Competent: Does the goal fit with your legacy? Your branding? Is it a smart choice and place to put your energy?

- Not competent: “Be the perfect weight”
- Competent: “Be in the ideal weight range for my height”

Complete the following chart with three goals you want to achieve in the next month. Check off each of the MAC requirements for each goal:

Goal:	Measurable:	Attainable:	Competent:
1.			
2.			
3.			

Complete the following chart with three goals you want to achieve in the next year:

Goal:	Measurable:	Attainable:	Competent:
1.			
2.			
3.			

Complete the following chart with three goals you want to achieve in the next 5 years:

Goal:	Measurable:	Attainable:	Competent:
1.			
2.			
3.			

Challenge:

1. Do Informal Meetings with Potential Awesome Club Members

2. Send Them This Link Explaining Awesome Club:

3. Go Through Awesome Club One Sheet

Most Important Thing I Learned Today:



Day 30: Your People Plan

It's your time to lead an unforgettable life. Put your people skills into action by setting up your next steps for fulfilling connections.

What is the one thing you could *start* doing that would make the biggest impact in your life?

What is the one thing that you could *stop* doing that would make the biggest impact on your life?

Today's Goals:

1.

2.

3.

Be the Program Director of Your Life:

Use your Monthly Action Plan Worksheet to complete the following questions each month.

1. What are your 3 main goals?

2. What are 3 skills that will help you achieve them?

- Use Your Skills Worksheet

3. What are 3 actions steps I need to do?

#32 Find Compassion

*** To be our best self we must harness our empathy, integrity, hope and inner growth.**

1. Empathy

2. Integrity

3. Gratitude

4. Sharing

5. Hope & Growth

#33 Growth and Hope

*** As we grow, our skills, talents and relationships get better and better.**

It Doesn't End Here:

- Join Us:

ScienceofPeople.com

Most Important Thing I Learned in the last 30 days:

Tell us on Twitter [@Vvanedwards](https://twitter.com/Vvanedwards)
Or find us on Instagram [@Vvanedwards](https://www.instagram.com/Vvanedwards)
Follow us on YouTube

Thank you so much for joining this adventure with us. It has been a pleasure to teach and connect with you!

Bonus Materials



33 PQ Skills

Law	Explanation:
#1 Endeavor to Discover	As an expert in people, the more you uncover, the more you discover.
#2: Harness Intelligence	We each have a unique intelligence and set of talents.
#3: Take Control	Take control of how you spend your time and who you spend it with.
#4: Purpose and Intention	Know who you are, what you stand for and why you are here.
#5 Trigger Dopamine	Make people feel rewarded, positive and delightful when they are with you.
#6 Harvest Stories	Grow, collect and share captivating stories.
#7: Contagious Confidence	Make your confidence contagious with nonverbal, verbal and mental spark.
#8: Be Relentlessly Curious	Be interested to be interesting.

#9: Be a Master Listener	Mastering the art of conversation is about mastering the art of listening.
#10 Be Nonverbally Attuned	To make people feel heard, show them you are listening and validating them.
#11 Surprise People!	Surprise and delight people and they won't be able to forget you.
#12 Have an Experimental Mindset	The key to learning is feedback and practice.
#13: Embrace Imperfections	Vulnerability makes us human, relatable and authentic.
#14: Be A Highlighter	Help people be the best version of themselves.
#15: Personality Matrix	Learn to how to use the personality matrix to leverage strengths and limits.
#16: Optimize Personality	We can optimize natural traits to achieve our goals.
#17: The Platinum Rule	Treat others as they would treat themselves.
#18: Enter Fearvana	Examining, interpreting and reframing our fears with compassion.

#19 Find Their Value	Discover their personal mission statement to speak their value language.
#20 Be a People Ninja	Use your people skills to be flexible, adaptable and ready for any situation.
LOVE SKILLS	
#21 Strive for Growth	Your intelligence, talents and skills can be improved, elevated and changed if you desire it.
#22 Secure Attachment	Build secure attachments with the special people in your life.
#23 Love Fully	Speak the language of love—know how people show and feel affection.
BUSINESS SKILLS	
#24 Invest in Human Capital	How can you help someone become who they want to be?
#25 Live to Inspire	Adapt your inspiration style to make a bigger impact.

#26 Swing Communication	Communicate to fit someone's matrix, motivations and style.
#27 Why Not What	Know, share and develop why you do what you do.
#28 Prevent Toxicity	Prevent difficult people from being toxic by understanding how to get along with anyone.
#29 Use the Laws of Persuasion	Understand how to authentically and positively influence those around you.
#30 Digital Skills	Your expert people skills can be used both online and offline.
#31 Build Your Support	Combine intelligence, strength and support to be your best self.
#32 Find Compassion	To be our best self we must harness our empathy, integrity, hope and inner growth.
#33 Growth & Hope	As we grow our skills, talents and relationships get better and better.



Skills Worksheet

Begin to work on checking off your skills. Don't get overwhelmed. Remember take your time and don't do more than a few at once!

Skill:	On Your Own:	Partner:	Low Pressure:	Adopted:
DAY 1:				
Know Your Intelligence				
Recognize Intelligence in Others				
DAY 2:				
Maximize Nourishing Events and People				
Minimize Toxic Places and People				
Maximize Refuel Time				
DAY 3:				
Know Your Legacy				
Use Daily Legs				
Remember Names				
Use Killer Conversation Starters				

DAY 4:				
Build Your Story Toolbox				
Use the Story Formula				
DAY 5:				
Pre-Power Pose				
Use Your Launch Stance				
Implement a Success Routine				
Be a Master Questioner				
Use the Law of Addition				
DAY 6:				
Use the RUC Technique				
Avoid Wishful Hearing				
Be Nonverbally Attuned				
DAY 7:				
Hook People with Surprise				
Try Anti-Bonking				
Use a Conversational Pinata				

Offer a Mingasm				
DAY 8:				
Use the Franklin Effect				
Embrace Imperfections Early and Often				
Apologize When You Are Wrong				
DAY 9:				
Start on a High				
Avoid Spontaneous Trait Transference				
Use the Offer Mentality				
Use the Pygmalion Effect				
DAY 10:				
Know Your Personality Matrix				
Understand What Each Personality Type Seeks				
Understand What Each Personality Type Appreciates				
DAY 11:				
Align Your Legacy with Your Traits				

Optimize Your Traits				
Showcase Your Traits with Stories				
DAY 12:				
Speed Read Nonverbal				
Speed Read Verbal:				
Help Others Optimize Their Traits				
DAY 13:				
Understand Your Fear Triggers and Responses				
Name and Tame Your Fear				
Embrace Self-Compassion				
DAY 15:				
Rank Your Value Languages				
Read Other's Value Languages				
Recognize Microexpressions				
DAY 16:				
The Poop Sandwich Method				

Practice Using Skills Like Martial Arts Moves				
Try the NUT Job				
DAY 17:				
Use the WOW Formula				
Handshake Science				
Make a Graceful Exit				
Try a Pre and Post Mortem				
DAY 18:				
Cultivate a Growth Mentality				
Use the Like Radar				
Eradicate Attraction Murderers				
DAY 19:				
Understand Your Attachment Style				
Recognize Attachment Styles in Others				
Build Oxytocin				
DAY 20:				
Understand Your Love Language				

Recognize Love Languages in Others				
DAY 21:				
Communicate for Motivation				
Communicate for Appropriate Skills				
Respect People's Feedback Style				
Use What to Say to Get Your Way Formula				
DAY 22:				
Invest In Your Human Capital				
Design for Your Ideal _____				
DAY 23:				
Flexibly Use the 6 Inspiration Styles				
DAY 24:				
Know Your Why Over What				
What's Your Professional Mission Statement				
Bold-ify				

Increase Your EI				
DAY 25:				
Spot the 4 Types of Difficult People				
Prevent Toxicity				
Use When-Feel-Need				
DAY 26 / 27:				
Use the 12 Laws of Persuasion Authentically and as Needed				
DAY 28:				
Use People Skills in Your Social Media				
Use People Skills in Your Online Communication				
Use People Skills in Your Phone Communication				
DAY 29:				
Set-Up Your Awesome Club				
DAY 30:				
Be the Program Director of Your Life				
Harness Your Compassion				
Continuously Implement				

Your People Plan				
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Monthly Action Plan

Date:

Personal Mission:

Monthly Goals:	Notes:	Completed:
1.		
2.		
3.		
Skills:		
1.		
2.		
3.		
Action Steps:		
1.		

2.		
3.		



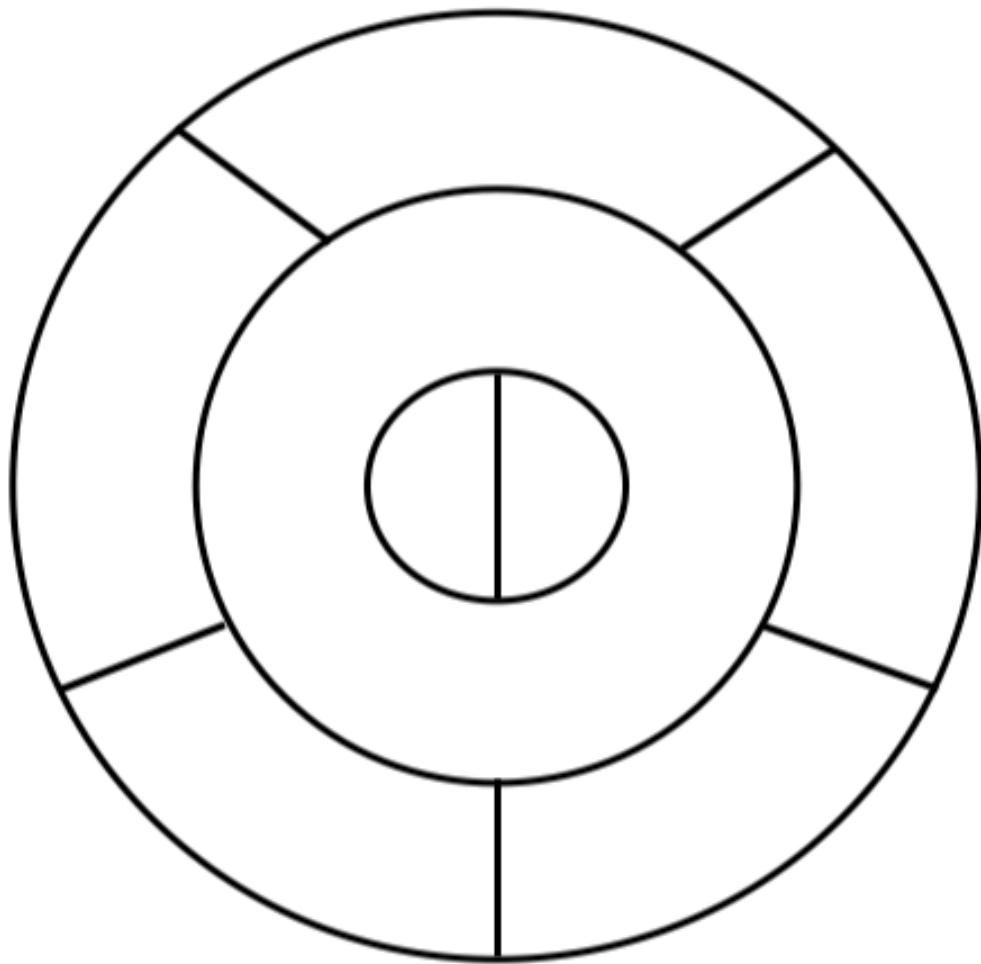
The Matrix

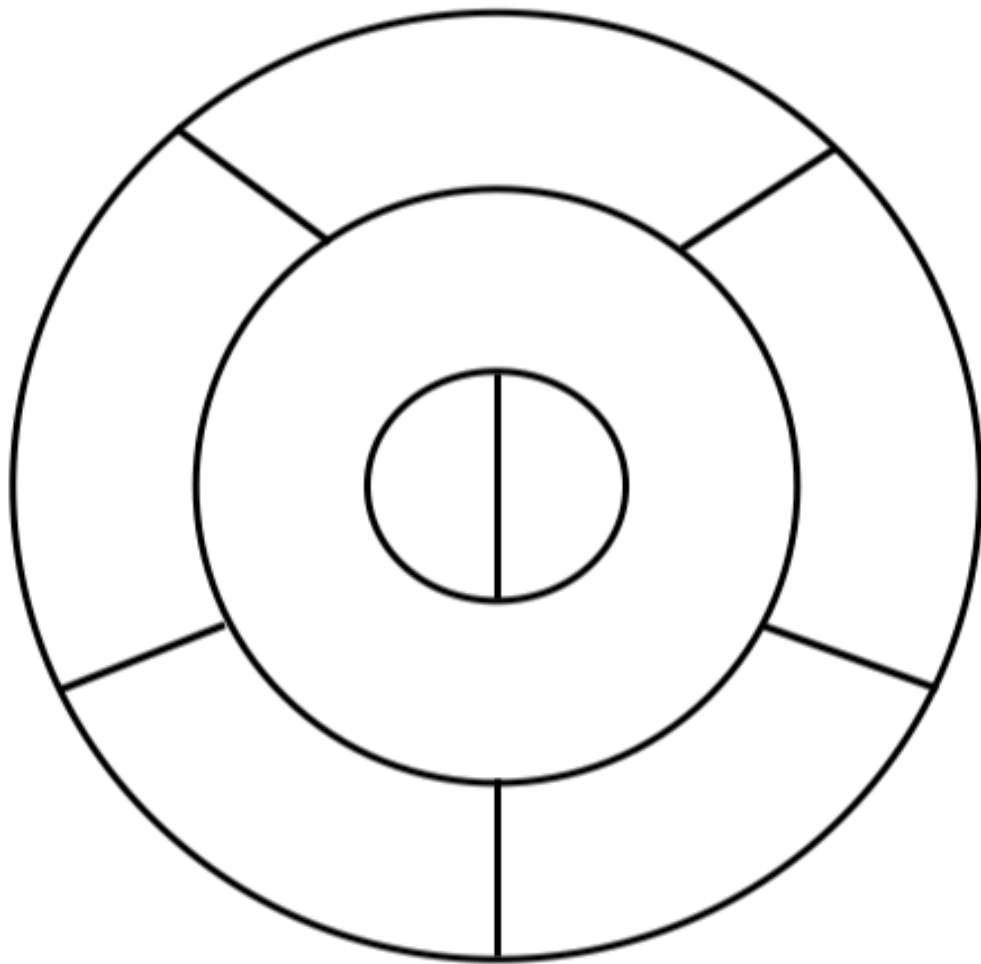
Every person has 5 basic aspects that shape who they are. The shape below is a framework to help you think about those aspects.

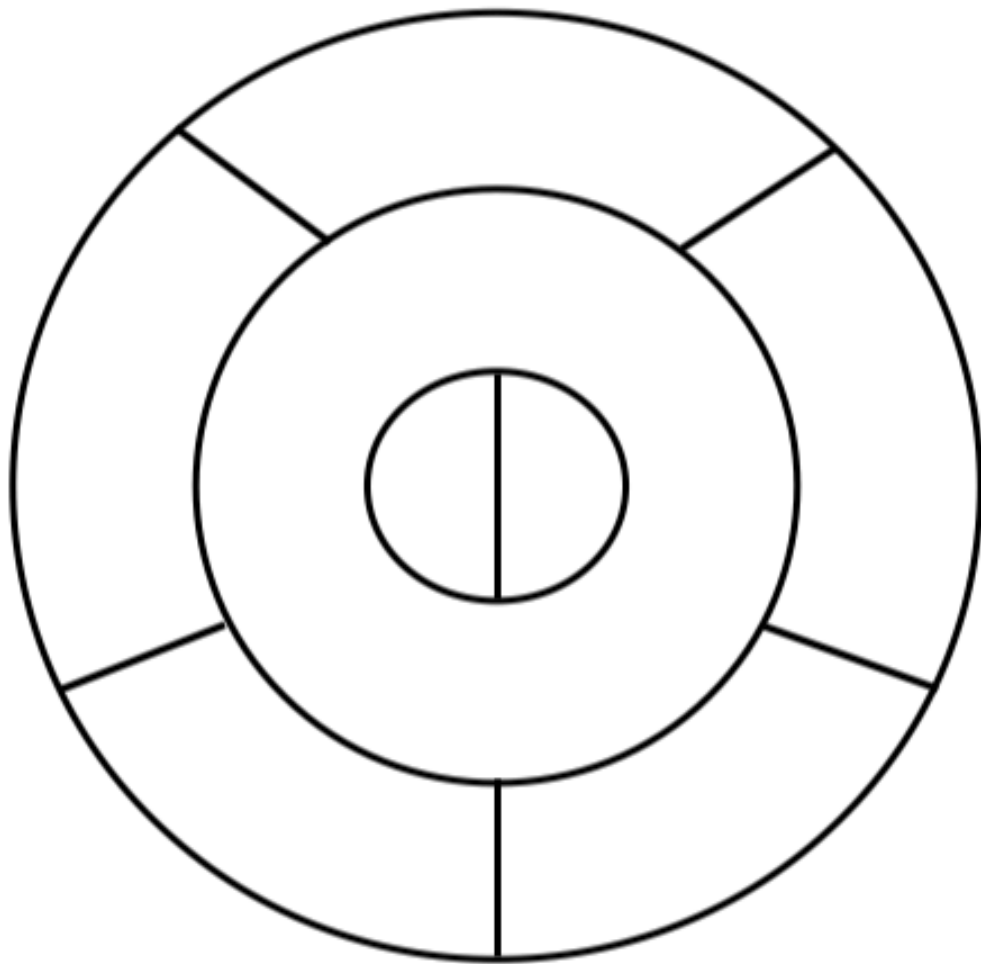
We have:

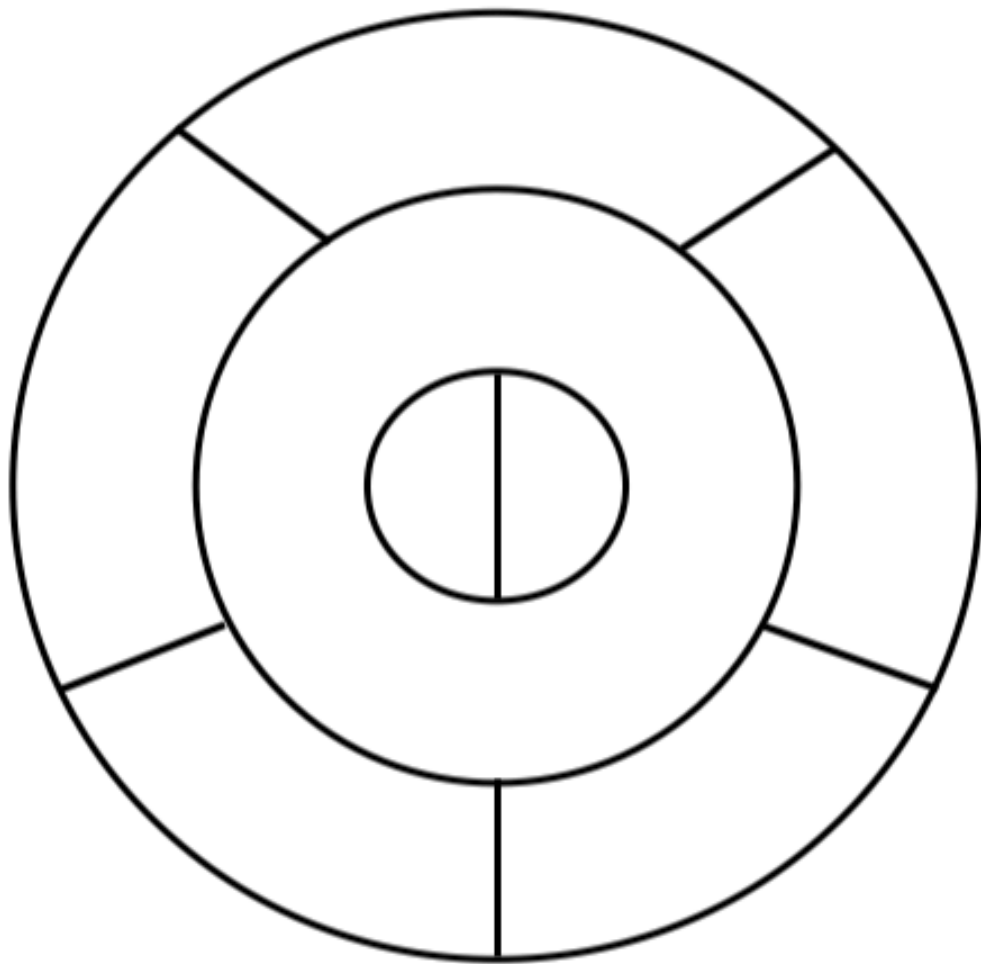
- 9 Intelligences
- 9 Value Languages
- 5 Love Languages
- 5 Personality Types
- 2 Mindsets

Here are some blank Matrix forms for you. Fill one out for yourself and for some of your closest friends and colleagues as practice.











Killer Conversation Starters

Want to know how to start and continue a great conversation? Use my conversation starters below!

Let's banish "what do you do?" and "where are you from?" We are so used to those questions we give boring canned answers that don't really give us new information.

Killer Openers:

Tell me about you?

What's your story?

What personal passion project are you working on right now?

Working on anything exciting lately?

How do you know the host?

Have you been to an event like this before?

What was the highlight of your day today?

What was the highlight of your week?

What was the high-point and low-point of your day so far?

Is this your busy season? Is this a busy time for you?

What big projects do you have coming up?

Killer Conversation Starters:

What are you doing this weekend...what's your favorite thing to do on the weekends?

What are your favorite restaurants around here?

Keeping up with __sport__ recently?

Can you recommend any unique cocktails here?

All the food looks so good... I'm not sure what to get! What are you thinking? Or what have you tried?

What a beautiful/cool/ugly/bizarre venue. Have you been here before?

Did you see that viral _____ YouTube video? It was all over my social media today.

Have you taken any good vacations recently?

Wow, I just can't believe all the crazy news headlines today. What a week!

Any chance you read the news today? I missed it, and I'm dying to know what's happening with [insert news topic here].

Did you catch the game last night?

**How do you spend your time when you aren't
_____?**

**Why are you interested in working in that industry
specifically?**

What's the best conversation starter you have ever heard?

What do you like or not like about your hometown?

What's your favorite thing about what you do?

Going Deep:

What's your biggest fear?

**If you had to pick any character in a book, movie or TV show
who is most similar to you, who would you choose? Why?**

What's your biggest regret?

**When you were growing up what was your dream job? Is any
part of that still true?**

Event Specific Conversation Starters:

Halloween:

Best Halloween costume you ever had?

Best Halloween costume you've ever seen?

Do you like haunted houses or scary rides?

Christmas:

How does your family celebrate?

Best Christmas memory you have ever had?

What's an ideal Christmas for you?

Birthday:

How do you usually celebrate your birthday?

What was the best birthday you ever had?

What was the best birthday gift you ever had?

Also Check-Out:

- [10 Books That Stimulate the Best Conversations](#)



Superhero Activity List

Here is a list of success routine activity ideas you can do to pump yourself and your confidence up.

While Getting Ready:

- Power Pose
- Name 5 things you are grateful for
- Phone a friend
- Listen to your pumped up playlist
- Look at some funny gifs
- Watch inspiring Youtube videos
- Imagine yourself in 5 years if everything you want goes right. Imagine what it feels like.

For the Day:

- For every negative thought, think of 3 positive ones
- Make a list of your mini-successes for the day (or yesterday).
- Say yes to the next request asked of you no matter what it is!
- Workout, hike, dance or weightlift. The physiological effects of working out will put you in a great mindset.
- Ask a friend or colleague if you can offer them any help today.
- Write a letter to your younger self. What advice would you give a younger version of you?

For the Week:

- Do something that is completely out of character—paint your nails black or order have someone else order your dinner for you and see what happens!
- Write your bucket list.
- Make a list of your proudest moments.
- Clean up your inside, by cleaning up your outside. De-clutter your desk and surrounding work areas.
- Be around people who nourish you. Get a date with them on the calendar.
- Start a project you have been putting off

For the Month:

- Be a Giver: Do 3 kind things for friends or strangers
- Learn a completely new activity—aerial ballet, calligraphy, paddle boarding. You name it!
- Purge the distractors! Clear out your closet of any clothes, shoes or accessories that make you feel uncomfortable, low confidence or not yourself.
- Book a treat for yourself. You can take yourself to a movie, your favorite restaurant or a solo day trip.
- Do something that you are afraid of to face your fears and challenge your comfort zone.
- What can you do right now that will radically improve your chances of success?



The 10 Questions

These are my 10 favorite questions for getting to know someone quickly. Some are deeper than others, but they are all incredibly valuable.

Answer each question for yourself. Then mark how comfortable you would be asking these questions to a new acquaintance, a friend or a partner. Then go ask one person whose answer you would like to know.

1. What personal passion project are you working on right now?

- **Your Answer:**

- **Who do you want to ask this question to?**

2. What do you like or not like about your hometown?

- **Your Answer:**

- Who do you want to ask this question to?

3. What's your favorite thing about your job?

- Your Answer:

- Who do you want to ask this question to?

4. When you were growing up what was your dream job? Is any part of that still true?

- Your Answer:

- Who do you want to ask this question to?

5. Describe yourself in 3 words.

- Your Answer:

- Who do you want to ask this question to?

6. What was the high-point and low-point of your day so far?

- Your Answer:

- Who do you want to ask this question to?

7. What's your biggest fear?

- Your Answer:

- Who do you want to ask this question to?

8. Describe your ideal Sunday.

- **Your Answer:**

- **Who do you want to ask this question to?**

9. If you had to pick any character in a book, movie or TV show who is most similar to you, who would you choose? Why?

- **Your Answer:**

- **Who do you want to ask this question to?**

10. What's your biggest regret?

- **Your Answer:**

- Who do you want to ask this question to?

Personality Matrix

Big 5 Overview

1. Extraversion

High	Low
Outgoing Assertive Sociable Talkative Seek: People Appreciate: Enthusiasm	Shy Reserved Private Inhibited Seek: Space & Quiet Appreciate: Solitude

2. Conscientiousness

High	Low
Efficient Organized Dutiful Industrious Seek: Achievement Appreciate: Self-Discipline and Focus	Spontaneous Easy-Going Laid-Back Flexible Seek: Go with the Flow Appreciate: Ease

3. Agreeableness

High	Low
Accepting Compassionate Cooperative Trusting Compliant Seek: Nurturing, Team Players Appreciate: Politeness	Analytical Detached Suspicious Prudent Direct Seek: Caution Appreciate: Straightforwardness

4. Neuroticism

High	Low
Sensitive Nervous Reactive Vulnerable Seek: Emotional Stability Appreciate: Reliability	Secure Confident Stable Balanced Seek: Camaraderie Appreciate: Rationality

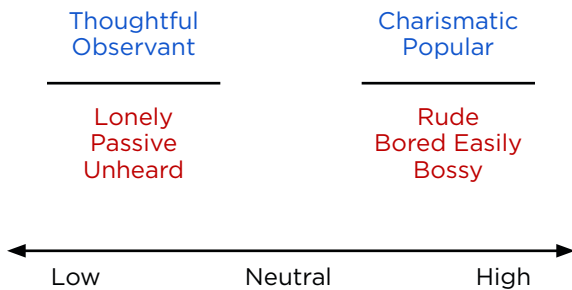
5. Openness to Experience and Intellect

High	Low
Inventive Curious Adventurous Dreamer Creative Seek: Fun & Novelty Appreciate: Independence	Consistent Practical Cautious Careful Conventional Seek: Predictability Appreciate: Routine & Habit

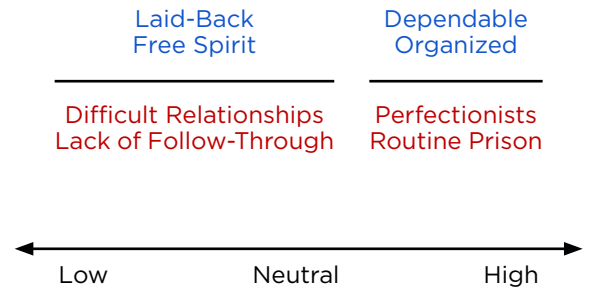
Personality Matrix

Optimizing Your Personality

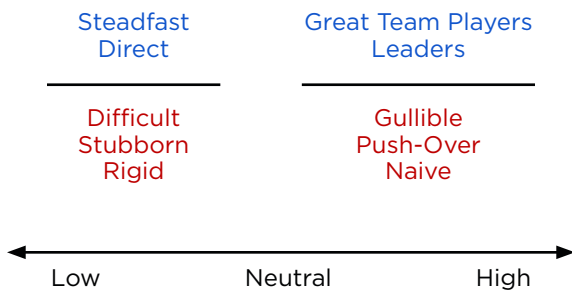
1. Extraversion



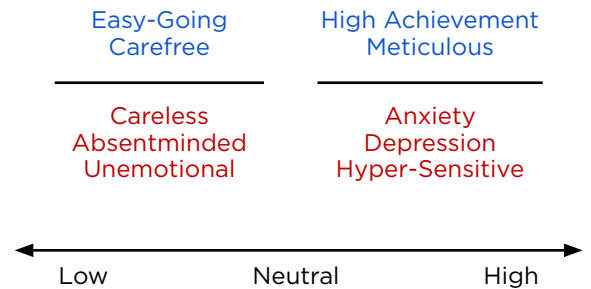
2. Conscientiousness



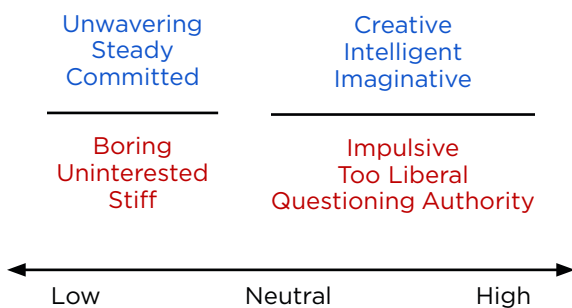
3. Agreeableness



4. Neuroticism



5. Openness to Experience and Intellect



Personality Matrix

Speed Reading People

1. Extraversion

High	Low
<p>How to Spot Them:</p> <ul style="list-style-type: none">• Nonverbal: Wide Stance, Gestures, Smiles• Verbally: Vocal, Verbose, Cheerful <p>Optimize:</p> <ul style="list-style-type: none">• Camaraderie• Engage Them• Let Them Lead	<p>How to Spot Them:</p> <ul style="list-style-type: none">• Nonverbal: Distancing, Less Movement• Verbally: Listeners & Observers <p>Optimize:</p> <ul style="list-style-type: none">• Take Lead• Give Them Space• Allow for Pauses

2. Conscientiousness

High	Low
<p>How to Spot Them:</p> <ul style="list-style-type: none">• Nonverbal: Lean In, Eye Contact• Verbally: Purposeful, Less Words <p>Optimize:</p> <ul style="list-style-type: none">• Efficiency• Goal-Oriented• Taking Turns	<p>How to Spot Them:</p> <ul style="list-style-type: none">• Nonverbal: Relaxed, Inflating, Smiling• Verbally: Easy Laughers, Yes People <p>Optimize:</p> <ul style="list-style-type: none">• Non-Agenda• Don't Interview / Interrogate• Flow

3. Agreeableness

High	Low
<p>How to Spot Them:</p> <ul style="list-style-type: none">• Nonverbal: Nodders, High Touch• Verbally: Compassionate & Responsive <p>Optimize:</p> <ul style="list-style-type: none">• Open Up• Be Transparent• Ask for Advice	<p>How to Spot Them:</p> <ul style="list-style-type: none">• Nonverbal: Peering Down the Nose, Contempt• Verbally: Sarcastic, No-People <p>Optimize:</p> <ul style="list-style-type: none">• Find Common Interests• Keep It Neutral• Let It Go

4. Neuroticism

High	Low
<p>How to Spot Them:</p> <ul style="list-style-type: none">• Nonverbal: Fidgety, High Movement, Hoppers• Verbally: Worriers, Discuss One Thing Many Ways <p>Optimize:</p> <ul style="list-style-type: none">• Reassure Them• Patience• Demonstrate Calm	<p>How to Spot Them:</p> <ul style="list-style-type: none">• Nonverbal: Power Pose, Eye Contact, Fronting• Verbally: Balance Listening and Speaking <p>Optimize:</p> <ul style="list-style-type: none">• Responsiveness• Verbal and Emotional• Matching

5. Openness to Experience and Intellect

High	Low
<p>How to Spot Them:</p> <ul style="list-style-type: none">• Nonverbal: Overhead Gazers, Close Proxemics• Verbally: Distracted, Curious, Passionate <p>Optimize:</p> <ul style="list-style-type: none">• Entertain Them• Tell Them Stories• Appreciate Their Stories	<p>How to Spot Them:</p> <ul style="list-style-type: none">• Nonverbal: Blocking, Lip Pursing• Verbally: Rigid, Skeptical, Canned Answers <p>Optimize:</p> <ul style="list-style-type: none">• Be Gentle• Find the Spark• More Information/Explanation

Personality Matrix

Written Practice!

“Hi Vanessa!
I can’t wait for the party on Saturday!!!

= High Extraversion

- Exclamation Points Galore
- Positivity
- Energy for Socializing

I’m bringing a chicken recipe I’ve never made before so advance notice we might have to order pizza =).

= High Open

- New Dish
- Possible Failure
- (Smiley Face)

Your invite didn’t have an ending time on it. Do you know what time the party will be over so I can tell the babysitter.

= High Neuroticism / Conscientiousness

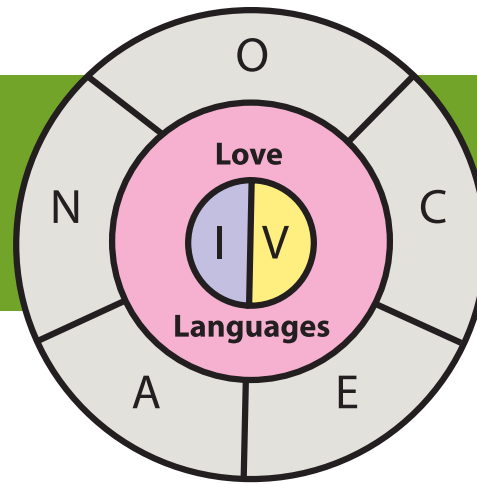
- Concern for Babysitter
- Notice of Details
- Need for Control

XO
PS- Last time you mentioned wanting more chairs. Let me know if you want us to bring our extra folding chairs.

= High Agreeableness / Conscientiousness

- Remembers Emotional Need
- Willing to Go Out of Her Way
- Plan Ahead

Personality Matrix (OCEAN)



“O” Openness

High
 • Inventive
 • Curious
 • Adventurous
 • Dreamer
Seek: Fun & Novelty
Appreciate: Independence

Low
 • Consistent
 • Practical
 • Cautious
 • Conventional
Seek: Predictability
Appreciate: Routine & Habit

“C” Conscientiousness

High
 • Efficient
 • Organized
 • Dutiful
 • Industrious
Seek: Achievement
Appreciate: Self-Discipline and Focus

Low
 • Spontaneous
 • Easy-Going
 • Laid-Back
 • Flexible
Seek: Go with the Flow
Appreciate: Ease

“E” Extraversion

High
 • Outgoing
 • Assertive
 • Sociable
 • Talkative
Seek: People
Appreciate: Enthusiasm

Low
 • Shy
 • Reserved
 • Private
 • Inhibited
Seek: Space & Quiet
Appreciate: Solitude

“A” Agreeableness

High
 • Accepting
 • Compassionate
 • Cooperative
 • Trusting
Seek: Nurturing, Team Players
Appreciate: Politeness

Low
 • Analytical
 • Detached
 • Suspicious
 • Prudent
Seek: Caution
Appreciate: Straightforwardness

“N” Neurotic

High
 • Sensitive
 • Nervous
 • Reactive
 • Vulnerable
Seek: Emotional Stability
Appreciate: Reliability

Low
 • Secure
 • Confident
 • Stable
 • Balanced
Seek: Comaraderie
Appreciate: Rationality

Love Languages

(Appreciation Languages)

How we express our talents and our worth

The 5 Love Languages:

Words of Affirmation

Recommendation, Warm emails, Acknowledge, Gratitude
Gifts

Free giveaways, Gift Baskets, Offering to Help, Meals

Acts of Service

Take notes, Photos, Organize, Build, “Do Stuff”

Physical Touch

Hand Shakes, High Fives, Upper Arm, Hugs(P), Massage (P)

Quality Time

Lunches/Dinners/Drinks, Coming in early, Offering time

“I” Intellegence

Our Talents and our Skills The 9 Intellegence Types:

Mathematical-Logical

Reasoning, Calculating, Problem Solving, Logic Games
 Think Conceptually, Investigations, Mysteries

Audio-Musical

Understand Rhythm tune & sound, Have ear for beats

Visual-Spacial

Geometry, Visual Patterns, Spacial Recognition, Aware of Physical Environment, Shapes, Space

Bodily-Kenesthetic

Undertand how to use the Body Effectively (Dancers, Surgeons, Triatheletes, Chiropractors)

Verbal Linguistic

Use words effectively with highly developed skills

Interpersonal

Understand and work with others well, build relationships

Inrapersonal

Understand one’s own interests and goals, Inrospective

Naturalistic

Love being outside, Can read Weather, Earth Patterns

Spiritual

Morality, Humility, Gratitude, Learn through Teaching

“V” Values

How We Make Decisions The 9 Value Languages:

Money

Salary, Net Worth, Large Bank Account, Price

Image

Beauty, Aesthetics, Appearance
 Difficulty: Vain

Power

Authority, High Earnings, Social Climbers, Successful

Knowledge

Intelligence, Book Smarts, Education, Know-it-Alls

Fame

Popularity, Notoriety, Fame, Talented, but Dramatic

Experience

Adventure, Excitement, Impressive Stories, Bored Easily

Relationships

People, Friendships, High PQ, Know Everyone

Perfection/Control

Being in Control, Being perfect by having everything in control, Likable/Dependable

Uniqueness

Breaking the Status Quo, Being Different, Innovative

From day 5: Ask “How” and “Why” questions to spark interesting conversation!



Your Next Big Thing Worksheet

Do you have a big event, meeting, wedding, pitch coming up? This worksheet will help you get ready.

Pre-Mortem:

What's Your Get Ready Routine?

1. ____
2. ____
3. ____

Options:

- ___ Set Your Legs
- ___ Pre-Power Pose
- ___ Success Routine
- ___ Superhero List
- ___ Refuel
- ___ Reframe Your Gremlins

Reflection Questions:

1. What excites you most about this event?

2. What are you nervous about?

3. What do you hope will happen?

4. What's the worst that could happen?

- How can you make love to your fear?

5. What would the optimal outcome of this event be?

6. Who are you looking forward to seeing?

7. Who are you not looking forward to seeing?

- How can you set boundaries with them?

8. What else should you prepare?

9. What are your legs for this event?

10. How does this event tie into your legacy?

Post-Mortem:

Next Steps:

1. Who do I need to follow-up with?

2. Do I need to send a thank you?

3. What do I need to do next?

4. Is there a reschedule or a next event that needs to be planned?

5. What business cards did I collect?

Reflection Questions:

1. What was the highlight?
2. What was the lowlight?
3. How could it have been better?
4. What was my self-talk like?
5. Was I my best self?
6. What would I do differently next time?



Questions Every Couple Should Answer

Research has found certain values are key to having a long, happy relationship. Here are a few questions to help solicit those values...plus a few bonus questions! I have broken the questions into different areas. Emotional Support and Planning Support.

Emotional Support:

What is your attachment style? Your partner?

If you know your attachment style, you know what you need from your partner to feel reassured and safe. If you know your partner's attachment style you know how to make them feel calm and connected. List each of your attachment styles and brainstorm ways you can support each other.

You:

Your Partner:

Ways to Support Each Other: How can you help each other be in a more secure attachment style?

What is your love language? Your partner?

If you know your love language, you know what makes you feel loved and cared for and how expressing love comes naturally to you. If you

know your partner's love language you know how to make them feel loved. List each of your love languages and brainstorm ways you can better support your partner.

You:

Your Partner:

Ways to Support Each Other:

What are your top 2 intelligences? Your partner?

Knowing your natural intelligences and your partner's helps you value each other for your innate talents.

You:

Your Partner:

How can you leverage your innate intelligences?

What is your legacy? What is your personal mission statement? Your partner?

This is one of the biggest questions on the list. And you might not know the answers right away. This is something you can figure out together.

You:

Your Partner:

Ways to Support Each Other with Your Legacy:

Where do you want to be in _____?

Knowing each other's goals and life visions helps you both stay on the same path. Answer the following prompts:

You:

- 1 year:
- 5 year:
- 10 years:
- 30 years:

Your Partner:

Ways to Support Each Other:

What is your value language? Your partner?

What do you place value on? What drives your decisions? Knowing this about each other will help you understand where the other person is coming from. It is totally ok if they are different, as long as you are aware of the overlaps you can work together.

You:

- Primary:

- Secondary:

Your Partner:

- Primary:
- Secondary:

Ways to Support Each Other:

Do you have a growth mindset? Would you like to?

Do you believe people can change? Does your partner? Do you believe in self-improvement? Why or why not?

You:

Your Partner:

Ways to Support Each Other:

Where do you fall on the Big 5 Scale?

Do your big five ratings. Where do you and your partner fall?

You:

- Openness:
- Conscientiousness:
- Extroversion:
- Agreeableness:

- Neuroticism:

Your Partner:

- Openness:
- Conscientiousness:
- Extroversion:
- Agreeableness:
- Neuroticism:

Ways to Support Each Other:

What makes you happy?

What are the activities, people and things that make you the happiest?

You:

Your Partner:

How can I best support you?

What do you need most from your partner?

You:

Your Partner:

How does spirituality fit into your life?

Planning Support:

How many kids do you want?

Private or public school?

How do you spend the holidays?

How do you handle finances?

Silly, But Important:

Should we have any pets?

Are you a morning or evening person?

Toothpaste etiquette: Roll it from the bottom or just squeeze really hard?

Pepsi or Coke?

What is YOUR definition of camping?

Roller coasters: love 'em or hate 'em?

Is it OK to have a TV in the bedroom?



Love Language Worksheet

We all need, deserve and desire love. In fact, love is the best part of being human. Learn how to capture it and be the best possible partner, friend and colleague.

The Five Love Languages:

How did your parents show you love growing up? What made you feel the most loved as a child?

When you really want to show someone you care about them, what first comes to your mind to show it?

What makes you feel most cared for by your friends, family or current partner? What do they do that makes you feel this?

In past relationships what needs were not met? What made you NOT feel loved?

Love Language:	Description:	Partner:	Professional:
Words of Affirmation			
Gifts			
Acts of Service			
Physical Touch			
Quality Time			



Your Ideal Worksheet

How can you reach your ideal customer? Understanding the psychology of branding will help you reach your people.

Your Ideal _____:

Prompt:	Your Ideal:
Demographic: What are they like?	
Hobbies: What nourishes them?	
<u>Matrix:</u>	
What's their intelligence type?	
Where do they fall on the Big	

5?	
Top 3 value languages?	
What's their mindset?	
What keeps them up at night?	
What do they worry about?	
What are their goals?	
What are their legs the day they work with you?	
What is their legacy?	
Other notes:	

Other notes:	



Awesome Club One-Sheet

Get your support team in place! Here is a check list for you:

___ Make a list of potential awesome club members:

-
-
-
-
-
-

___ Begin to have informal calls and meetings with potential awesome club members.

___ Decide which method you would like to use for awesome club:

- In Person
- Phone
- Video Chat

___ How often would you like to have awesome club?

- Weekly
- Bi-Weekly
- Monthly
- Quarterly
- Bi-Annually
- Yearly

___ Where would you like to have awesome club? (If it's not virtual)

- Your Office
- Your Home
- Coffee Shop
- Restaurant
- Library
- Café
- Rotating Locations
- Hikes (moving Awesome Club)

___ Formally invite members. Send them this link to acquaint them with the idea:

ScienceofPeople.com/awesome-club

___ Set the date for your first meeting

___ Tweak the format to your liking or stick with our 5 questions:

1. What are you working on?
2. What was your biggest success this month?
3. What is your biggest challenge?
4. What are your 3 MAQ goals before next meeting?
5. How can we help?

___ Have your first meeting!

- Review your rules
- Review the goals and methods

- Make changes to format
- Discuss time, location, frequency

___ Think about setting up a Google Document or Facebook Group for your awesome club



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