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TOP 10 THINGS TO SAY TO WOMEN AND TOP 10 THINGS TO SAY TO MEN



Top Ten Things to Say to Men & Women

by Shelle Rose Charvet

Suggestion Alert! :)

If you find this list useful, print it out, cover it in clear plastic and keep it on your desk to use as a Cheat Sheet. It can come in handy at any moment in your day!

Introduction

As you learned in the online training, not every man operates from the Traditional Male Model and not every woman from the Traditional Female Model. It's more important to recognize which Model someone is operating from, in a given context, in order to relate to them and have an authentic relationship.

Traditional Male Model

1. **Here's what I think..... but I'm curious, what do you think?** This expression lets you avoid telling the other person your opinion, which may cause them to give an opposite opinion because they don't like being told what to think.
2. **If you do this, the boss/customer may give you what you want.** If someone is looking to get ahead, impressing the boss/customer is highly desirable.
3. **Let's look at the risks, what we might lose or gain.** This matches the Traditional Male Model way of looking at risk – possible gain, possible loss.
4. **How can we get around this problem? Let's figure out how to play this.** Life is a game, and finding options to getting around the issues/obstacles/rules is motivating.
5. **This will get their respect / You have my respect.** Traditional Male Model prefers to be respected over being liked.
6. **We may have to bend some of the rules.** The game is to find ways around the rules (and not get caught). This can bring up ethical issues that may need to be discussed.
7. **That's good enough to impress (the boss/customer), so let's move on to the next step.** Getting ahead is important and impressing the boss/customer is one way to do it, so this will encourage someone in the Traditional Male Model to move to the next step.
8. **You tried it one way... how else can you do it to get it over the goal line?** Options for playing the game and winning --- football metaphor.
9. **What's your game plan?** Strategy for winning the game.
10. **Tell them every day why you love them or appreciate them (if not your intimate partner).** Everyone needs to be reminded that they are loved and appreciated and to love and appreciate others. Do it with a tone of respect, not groveling or fishing to hear that you are loved/appreciated in return.

Traditional Female Model

As you learned in the online training, not every man operates from the Traditional Male Model and not every woman from the Traditional Female Model. It's more important to recognize which Model someone is operating from, in a given context, in order to relate to them and have an authentic relationship.

1. **It's not about winning, it's about doing what's right and fair.** When people are operating from the Traditional Female Model, they value doing what is ethically right and fair over winning.
2. **You really worked hard on this so let's make sure the boss/clients see this.** Honouring the hard work and dedication they have done and showing it to the boss/client so the person doesn't have to brag or show off themselves, so this is very motivating.
3. **Let's look at the risks and how we can avoid or at least reduce them.** The Traditional Female Model sees risk as danger, so this is reassuring, as a strategy.
4. **We'd better get it right, so let's make sure we know what we are doing.** Prevents having an Incompetency Attack when attempting to do something they have never done before.
5. **It's essential to have authentic working relationships.** One of the highest values in the Traditional Female Model.
6. **They really like you and want to work with you. What do you think?** Liking the people you work with can be viewed as a pre-requisite to being able to work with others and is highly valued in the Traditional Female Model.
7. **What is really important for you about this?** Helps you find out about their highest values and outcomes in this situation; the things to which they are most loyal.
8. **Shall we plan/What is your plan to make sure we are completing the things that really matter?** Planning helps people think strategically, and the goal in the Traditional Female Model is to fulfill the important mission.
9. **You might not want to be so hard on yourself, particularly, because you've done better than most everyone else in this situation.** When people are overly self-critical, as can happen in the Traditional Female Model, focusing their attention on the fact that others haven't even reached their results can help a lot.
10. **Tell them every day why you love them or appreciate them (if not your intimate partner).** Everyone needs to be reminded that they are loved and appreciated and to love and appreciate others. Do it with a tone of authentic caring and respect, not groveling or fishing to hear that you are loved/appreciated in return.