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**Arguments – The losing side of a relationship**

**By George Ministeri**

**Arguments – The losing side of a relationship**

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In the 34 years that I have been doing psychic counseling, it is only in the past 10 years that I have been involved with couples counseling. One thing I have noticed with many couples, whether those couples are a man and a woman, two women, or two men, is that there is often a lack of real and meaningful communication. This lack of communication causes small conflicts to become heated arguments where issues are not resolved because both partners are trying to make their points and are not even listening to what the other person has to say. Nothing can ever be resolved when one person raises his or her voice with what only appears to the other person to be demands. The effect of this is that the other person feels as if they are being scolded like a parent scolds a child and this causes the person to close up in a defensive posturing attitude where they don't bother listening to what the other person is saying. This intensifies the problem because when the person who is relating the problem area in their life feels that they are being shut out, or ignored, by their partner there is no meaningful dialog which allows a resolution to be achieved. The only resolution to the problem is for one or both partners to bring the subject up again, which might only create the same result. Instead of being resolved this issue now smolders like a hot ember, and this can make for an emotional forest fire!

The way I try to resolve issues like this is to teach couples how to discuss issues instead of just yelling and having the entire situation turning into World War III. There are several steps couples can take to have a good, open, and loving discussion, and to reduce the friction in their relationship by learning to resolve the very important issues that cause them to misunderstand each others feelings.

One of the most effective steps I teach couples is to express their anger, fears, aggravations, and concerns to their partner. This allows them the freedom of opening up without the fear of confrontation. It is a very simple method, but has certain rules which must be followed.

One of the ways I teach couples to do this is to encourage them to write a journal to document the issues in their relationship which they feel are causing problems. Detail is very important here. They

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must also devote an hour of uninterrupted time each week for open discussion. This discussion has to occur on the same day, and at the same time, and becomes a weekly ritual for the couple. During this hour, each of the partners has 30 minutes to read from their journal. While each partner reads their journal, the other partner cannot interrupt, or make any comments. After this hour, I encourage each partner to spend some time alone, and to reflect upon what they have just heard. They must also remember not to have any discussion about what has just been said. However, they can add some of this new information into their journals for the following week's discussion. This method is not a quick fix for a troubled relationship, but most couples are amazed that after several months they are now working together to resolve the problems in their relationship.

One of the most complex interactions we face in life is the relationship with our partners. There is often some initial spark which brings two people together, but for a relationship to thrive it requires communication, cooperation, and compromise. This is only one of the many techniques which can be used to help couple resolve issues, but by teaching couples how to effectively communicate, it helps to

strengthen the foundations of their relationship.

George Ministeri

George Ministeri is an internationally acclaimed psychic, and intuitive counselor with over 30 years experience. Visit his website at

to discover more about who George

Ministeri is and how his psychic readings have benefited his clients.

### **Negotiation Tips For Newbies.**

**By Christos Varsamis**

Experienced negotiators are a hard thing to find these days. Although it's not easy to become a professional negotiator since it requires knowledge and experience, anyone can be a better negotiator in every field of our lives. Some rules must be adapted in order to succeed that.

Do not try to be pleasant. It's true that most people want to be pleasant and popular but this is not appropriate in negotiation process. During the negotiations you will have to say "No" many times and displease your "opponent". If you can't accept that then let someone else do that job.

Stay focused. Chit chat is the last thing you need. Remain on your primary goals you have set and do not let the conversation go beyond that. Don't be the one who talks more. The more you talk the more your opponent will know.

You have to be prepared before the procedure. Learn everything for the other side, their financial status, older negotiation results, other deals they have done, the arguments you expect they could

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possibly develop. Where the negotiations take place? This is critical. There is a debate on that. Some people believe that negotiating in your base will make you feel better and more comfortable during the process. Some other think that negotiating in your "opponent's" base can provide you valuable information for who he could be and what can you expect. The third view specifies the need of a neutral place. All could be right or wrong.

Go for the higher offer. If you plan to sell your house 100.000\$ you will not start the offer from 100.000\$. You have to start from more. In that way you will have more space for shifts. You have to set these goals before the beginning of the negotiations.

Focus on your strong arguments and on the other side's weak arguments. Doing this, you will have the upper hand and you will gain more in the outcome of the negotiation. Do not let happen the opposite! If not you will lose more than you expected in the first place.

Avoid the early concessions. Try to be the last who give up. You should expect your opponent negotiator to make the first move.

Don't accept the first offer. The first offer is not the last, almost never. You will get a better one if you insist.

Try the "salami" tactic. Don't ask for the whole thing but a tiny piece. Since there is not going to be an objection from the other side then you can ask for another tiny piece. This tactic is popular in diplomacy between countries but it can be adapted to individuals too.

Don't be impatient. If the deal is very important, be prepared for long and tiring negotiation process. If you are in hurry to close it you will have to give more in order to do that.

Do not accept no always as an answer. It's been proved that no can be transformed to yes with the appropriate arguments.

It's not a personal matter. The other negotiator is a human too. There is no need to take it personal and get angry if it's not going as you wanted to be. You can be a tough negotiator without being hostile.

Avoid the big lies. You won't be believable. You can twist around but lying will lead to dead end.

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