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100% Effective Natural Hormone Treatment
Menopause, Andropause And Other Hormone Imbalances
Impair Healthy Healing In People Over The Age Of 30!

Mothers & Daughters, Sells & Buyers

By Kim Klaver

Who said language doesn't matter in making relationships work?

In an interview with Deborah Tannen, whose new book, *You're Wearing That? Understanding Mothers and Daughters in Conversation*, has just hit the top sellers list, the New York Times and Tannen have this exchange:

"Q. Many of the women you've interviewed for your new book complain of mothers who criticize their appearance. Are they right to be annoyed?"

A. "Right" and "wrong" aren't words a linguist uses. My job is to analyze conversations and discover why communications fail. The biggest complaint I hear from daughters is: 'My mother's always criticizing me.' And the mother counters, 'I can't open my mouth; my daughter takes everything as criticism.'

But sometimes caring and criticism are found in the same words.

When mothers talk about their daughters' appearance they are often doing it because they feel obligated to tell their daughter something that no one else will.

The mother feels she's caring. The daughter feels criticized. They are both right.

What I try to do is point out each side to each other. So, the mother needs to acknowledge the criticism part, and the daughter needs to acknowledge the caring part.

It's tough because each sees only one."

Tannen adds, "If you understand how conversational styles work, you can make adjustments in conversations to get what you want in your relationships."

This is true for conversational styles between sellers and buyers as well. Any seller's first challenge is to get the attention of the other person.

Mothers Daughters, Sells Buyers

Often, the language sellers use gets in the way of that. Sellers have a way of talking that is instantly recognizable to the rest of the world. And in my classes, thousands of people, themselves in sales, say that when a seller starts talking, they want to run the other way.

How would you know if you come across like one of those sellers people love to hate?

Here are two tell tale signs:

1. They speak to us in technobabble – as if they forgot how to speak like a normal person. Glyconutrients that impact at the cellular level is not how normal people talk. Save the jargon for talking with each other. Sellers must relearn to speak in a human voice if they want to engage consumers – that's us, all of us. We want to speak to people who speak our own language.

2. They hype. E.g. They make big promises about what will happen when the person buys their thing – but how can they keep a promise about someone else's future? Or they give us the bombastic boasts – "We are positioned to become the preeminent provider of XYZ..." But no one that matters is listening. Consumers have become immune to this kind of fake communication.

Attention is in short supply. No one has time to give you their attention. To get it, you have to tell them something interesting, and in the first ten seconds. One way is to learn to tell an authentic story – yours, using a human voice that others can instantly relate to. (See "If My Product's So Great, How Come I Can't Sell It?" for suggestions.)

If you can't get someone's attention with the words you use, how can you hope to start a relationship?

Kim Klaver is Harvard & Stanford educated. Her 20 years experience in network marketing have resulted in a popular blog,

<http://KimKlaverBlogs.com>

, a podcast,

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CD programs for those who want to learn the art of network marketing.

What Do Mothers Want?

By Dr. Dorree Lynn

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WHAT DO MOTHERS WANT?

I had a mom, I am a mom and two of my daughters are moms. I loved mother's day. It was a wonderful contest ----which mom could call the other first. Gifts galore and all the love expressed was wonderful. But, that's only one day. What do mom's really need and want the rest of the time?

1. Family love and respect and help in the kitchen, make your own bed and take out the trash without being asked.
2. An unexpected hug and "I love you mom."
3. Peace and quiet every once in a while.
4. Good child care for those who work.
5. Adequate health coverage for her family.
6. Equal pay and no glass ceiling.
7. Good education for her kids.
8. Safe streets.
9. Adequate after school care.
10. Her own choice about how she wants to teach their kids.
11. A family that cares and shows that they do.
12. Breakfast in bed, even when it's not mother's day.

Honoring mom on her special day, is a wonderful opportunity to say and do something special. But, please remember Mom the other 364 days of the year. That's even more special.

Life is too hard to do alone,

Dr. D.

Dorree Lynn, PH.D.

Dr. Dorree Lynn is co-founder of the Institute for the Advanced Study of Psychotherapy and a practicing clinician in New York and Washington, DC. Dr. Lynn served on the executive board of the American Academy of Psychotherapists and she is on the editorial board of their publication, Voices. She is also a regular columnist for the Washington, DC newspaper, The Georgetown. Dr. Lynn is a noted speaker and well known on the lecture circuit.



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