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**When Traveling Abroad, Use Your EQ**

**By Susan Dunn**

**When Traveling Abroad, Use Your EQ by Susan Dunn, MA Clinical Psychology, The EQ**

**Coach**

What do you do when you don't know the language or customs? That's when your EQ, or Emotional Intelligence, comes in handy.

On my recent tour to Russia, the people in large cities (Moscow, Saint Petersburg) knew English, but not in the small villages (Yaroslavl, Uglich).

I thought I'd pick up Russian quickly, but I didn't for several reasons:

1. Jet Lag turns your thinking brain (neocortex) to mush
2. You can't "picture" the words because the Russian alphabet is Cyrillic; i.e., Catherine the Great's initial is "E" because in Russian, it's Ecaterina.
3. Russian's not a "Romance language". The sounds and cadence aren't familiar. They have sounds that don't exist in English.
4. Russian people are courteous and quietly charming, but they're conscientious workers who stay focused. They'd also rather improve their English than teach you Russian.
5. They're reserved in public so you don't hear a lot of words. When I said, "Good morning" in Russian, I'd get back, "Good morning." Silence.

**RELY ON YOUR NONVERBAL COMMUNICATION.**

One thing I did was exaggerate my expression (pleading) and gestures (2 fingers for \$2), and put some warmth in my eyes. Fear is contagious; so is trust. Their expressions, when revealed, were quite recognizable, i.e., a shrug, breaking eye-contact when they've made their last offer.

**SCARY BABUSHKA**

In museums such as the Hermitage or the Armory, older women sit in a chair in each room. It's their job to make sure no one touches anything.

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When the Ugly American (Paul) in our tour group touched a curtain in Peterhof, the Russian grandmother (babushka) sprang to her feet with a thud, clapped her hands twice, loudly, then advanced toward Paul shaking her finger and barking Russian. We didn't need to understand the words.

### INTERPRETATION PLEASE

But what did this mean in this country? Was Paul going to Siberia? How could we find out?

One of the things our mother does is interpret for us. A well-known experiment involves researchers placing a baby on a Plexiglas shield resting across a high table. When the baby crawls to the edge of the visual drop, he's. It feels solid but looks like a precipice. So he looks over to his Mom to find out

what he's supposed to do, which mean finding out how he's supposed to feel. If she looks happy, he proceeds. If she looks scared, he stops.

So we turned to Leo, our Russian guide, to see how serious this was. Leo was laughing and relaxed. A young man with much EQ, he quickly put his arm around the Russian women, turning her away and soothing her. How? Babushkas all over the world are soft on young men.

### CATCHING ON QUICK IS ANOTHER EQ COMPETENCY

- We were warned about the gypsies - such faces, such gestures. Ann, who thought they were "sweet" and didn't listen, got pickpocketed.
- When you accept the flowers the youths give you in the villages, it isn't a gift. They will haunt you with looks until you fork over some money.
- You'll quickly see the shopkeepers expect to bargain. They name a price and then pause, expectantly.
- How susceptible are you to "beautiful lady"? Vendors everywhere know those words in English.
- Who can resist a child? Here's Katya hustling my sister – <http://www.theintrovertzcoach.com/islands4.html> at Svir Stroy.
- It's officially illegal for Russians to accept American dollars. Quickly you'll learn they all do. Just as long as you don't ask. (It isn't illegal to give dollars.)
- Customs officials worldwide have a crummy job. A smile goes a long way with them.

### WHAT'S THE CUSTOM?

You never know. A street vendor in Saint Petersburg caught my eye and the following took place, without any words. I "asked" if I could take his photo. He was flattered and agreed. I took his photo, then offered him \$2. He shook his head no, no. I laid the bills on his tray of matroyshkas. He pocketed the \$2, smiling, then handed me a doll and hugged me.

### TELLTALE SIGNS OF REAL LIFE

What's it like? Check out the condition of the vulnerable — the children, the dogs, and the seniors.

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The children were all healthy, tall, muscular and well-dressed.

(<http://www.theintrovertzcoach.com/Moscow%20Park%20girl%20playing%203.jpg> ). I never saw a parent disciplining a child, or any need for it. Evidently their whole life they hold their mother's hand when walking—like up to age 60.

Check out the playground at Moscow's North Terminal Park

(<http://www.theintrovertzcoach.com/Moscow%20Park%20playground%20for%20kids.jpg> ) and see how much they care about their kids.

The Babushkas were cheerful and healthy looking

([http://www.webstrategies.cc/nancy\\_and\\_babushka.jpg](http://www.webstrategies.cc/nancy_and_babushka.jpg) ).

You've never seen such shiny-coated, healthy, well-fed dogs and cats.

### TROMP L'OEIL

That means, in French, fooling the eye—another reality check. There were two incidents of tromp l'oeil I'll mention.

First, look at this Moscow apartment building:

<http://www.theintrovertzcoach.com/Moscow%20apartment%20building.jpg> . Looks like a slum tenement, doesn't it? "No," laughed our guide, Toma. "We don't take care of the outside of buildings here. There are luxury apartments in there 2200 sq. ft."

Second, here is Catherine's Palace

(<http://www.hum.utah.edu/languages/images/photos/rusphoto32.jpg> ). When you arrive in Moscow, you think the buildings are huge. They are huge, but there's something else going on, because you've seen huge buildings before. What they do is build with standard-sized bricks, then plaster over them, then paint them with marks as if they were made of bricks 4x the standard size. Perception warp!

### PRIMAL FEAR

Here's an incident that called for some quick EQ. We were walking in Moscow's Harbor Park where there were lots of families. I became enchanted with a little girl of about 2, with curls all over her head, and before I knew it, she ran to me, jumped into my arms and gave me a hug and a kiss. Meanwhile, out of the corner of my eyes I could see two agitated parents closing in on me from either side.

This is reptilian brain — fear of strangers, protecting your children, territory. Look out!

What would you do? Read more about this and other anecdotes in my eBook, "Using Your Emotional Intelligence When Traveling Abroad." ( <http://www.webstrategies.cc/ebooklibrary.html> )

EQ is truly a universal language!

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## **Cheap Travel Insurance: How To Save Big Time On Coverage... Starting Now!**

**By Larry Evans**

When you plan to travel abroad nowadays, you might be totally surprised how abundant cheap travel deals are being offered both online and offline. That is, if you haven't contacted your travel agents lately or if you have been hibernating in your own country for years or simply don't feel the need for traveling. Anyway, the bottom line is that traveling abroad today is not very expensive as it was before.

Surely, it can be the reason for a celebration. But before you start contacting your travel agents for a quick booking of your trip, you have to realize that when travel is being offered at cheap prices, more and more people are traveling. And when people travel, it increases the risk for people getting involved in an accident. It should not be a problem if these traveling population buy travel insurance to protect them in case things would not go as planned. But the bad news is, travel insurance is neglected – the very reason why people lose their appetite for traveling in case something happen.

Normally, when people talk about travel insurance, they are speaking about wings falling off in mid air or plane unable to properly secure its landing gear. Although these kinds of scenarios are possible during travel and need to be taken into consideration for buying travel insurance, there are more minor incidents where you need to be prepared with and be covered like trip cancellation, trip interruption or delay, medical emergencies including doctor's fee, hospitalization, and emergency evacuation, and property damages and losses.

In addition, the general perception of the travelers with travel insurance is that it is expensive. This causes travel insurance to loose its appeal to travelers. But this thing would stop because like travel fares becoming cheap, insurance are getting the right price it deserves.

And to know more on how to maximize you trip while providing you with peace of mind here's how to get cheap travel insurance you need:

1. Check online for your cheap travel insurance. Usually, the Internet has more to offer when you are looking for cheap travel insurance. One great advantage of searching here is that you can compare instantly the quotes, different cheap travel insurance sites offer. You can check all the available coverage and single out your best choice. With a little time and work, getting cheap travel insurance is not a hard task.
2. Avoid buying cheap travel insurance directly to travel agents. Instead buy it directly from insurance company. Since travel agents earn big commissions, the cheap travel insurance you though was cheap, it not cheap at all. One more point: you can get travel insurance from travel agents twice as high compared to travel insurance companies.

## When Traveling Abroad, Use Your EQ

3. Check your existing insurance. Usually, your home insurance would cover your trips abroad. If it does, identify the coverage you need to have that is not included in your existing insurance. This would give save you a lot.

4. Ask for the cheapest rates. Oftentimes, people tend to settle for the insurance that is suggested by the representative of the company. To get the cheapest rates, all you have to do is ask for it, chances

are it would be given to you.

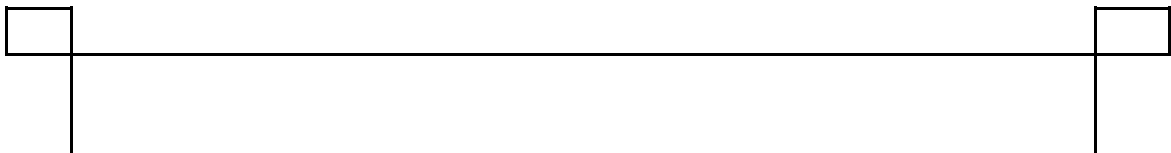
These are some of the best ways you can do if you are shopping for cheap travel insurance. But of course, there is no better way to save is to be careful all the time.

Finally, A Two Week Program Has Been Invented That Guarantees To Eradicate Stress By Cutting Off The Roots Of The Problem With Expediency And Utmost Efficiency! Visit

Active hyperlink must remain with article.



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