

**THE SHY PERSON'S GUIDE  
TO  
SUCCESS WITH THE OPPOSITE SEX**

*by  
Terry Heggy*

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**Note**

This publication represents the Author's opinion about the subjects covered in the program. The author is educated in the fields of psychology, relationships, personal improvement, and high performance, but is not certified in the practice of medicine, law, psychology, or sociology. If you need counseling or advice in addition to the opinions contained in this program, please contact a certified professional.

The Author specifically disclaims any personal liability, loss, or risk incurred, either directly or indirectly, as a result of using this program or any advice or information presented herein.

**Guarantee**

If you use this program as directed and are not satisfied with the improvements in your relationships with the opposite sex, your money will be quickly refunded.

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## **About The Author**

### **Terry A. Heggy**

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Terry Heggy is a respected expert in the field of relationship creation and motivation. Since 1980, he has been helping single people overcome their fears and shyness. He has shown his students how to achieve their full potential in relating to the opposite sex, and in understanding themselves.

Mr. Heggy earned a B.S. in Journalism from the University of Kansas in 1976, with minors in Psychology and Human Development and Family Life. He has worked in department stores, on an assembly line, in a fast food restaurant, and as a disk jockey, aerospace engineer, computer trainer, writer, and entrepreneur. He coaches one of the best adult swim teams in Arizona, placing several swimmers in the top 10 national rankings (including multiple National Champions). The Colorado Masters Swimming Association named him “Coach of the Year” in 1992. He practices what he preaches, too, having placed in the top 10 at the Masters National Championships, and earning an All-American ranking in open water swimming.

He has continued his study of psychology and human performance throughout his adult life. His wide range of experience with different people and situations has brought him unique insight into how humans relate to each other and how they can achieve greater success through personal change. Mr. Heggy used this insight in developing this course and his published book *“The Shy Man’s Guide to Success With Women”*.

Using the methods described in this program, Mr. Heggy overcame his own fears and shyness. Since then, he has enjoyed the pleasures that come from having positive relationships with other people.

Now Terry Heggy wants to share the secrets of his success with you...

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## **Suggested Reading & Exercise Schedule**

After:

Class 1: Read Lesson 1. Do all suggested exercises.

Class 2: Read Lesson 2. Do all suggested exercises.

Class 3: Read Lesson 3 and the Conclusion. Do all suggested exercises.

Class 4: Re-read the entire text as a refresher as many times as needed. Attend future sessions of the class at no charge. (Do not enroll—just show up).

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# Lesson 1—Basic Concepts

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## Introduction

My name is Terry Heggy. I have always liked women, but I was shy. I was convinced that I would go through life as a nerd, a social reject, unable to ever achieve the kinds of relationships with women that I wanted. I believed that some guys had what it took, and some didn't. And I thought I was one that *didn't* have it.

Now that attitude is gone. I discovered a way to change my life into the kind of life I wanted. I have put those discoveries into this course.

There's a lot of good information in this course. There are hints for meeting people, how to get dates, and how to bring physical affection into a relationship. These hints will come later. The first few lessons are the important ones if you really want to achieve a change for the better in your relations with other people. Start at the beginning. Follow the program *exactly* as outlined here. If you skip forward in the book or ignore any of the instructions, the program will not work as quickly or be as effective. You'll be cheating yourself.

The real secret to this program is a simple two-part plan:

**Step 1** - You must work to *reverse* the negative factors that have held you back.

**Step 2** - You must *practice* with the techniques that we'll discuss.

It is fun and easy, but you must follow the plan. You **must** take it seriously to get maximum results.

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## Commitment

Of course, if you *don't* take this course seriously, you will be no worse off than you are now. Things will remain the same; you'll still be less than satisfied with your relationships. If you do follow the plan and for some reason it doesn't work, things will also still be the same. So either way, succeed or fail, things will not get worse than they are right now. In other words, **YOU HAVE ABSOLUTELY NOTHING TO LOSE!** Yet there is so much to be gained by following the program—I am living proof that it DOES WORK, and so are the many others who have taken this course.

So right now, please make a commitment to yourself—"I really want to achieve success with the opposite sex and I *will* follow this program." Say it out loud. It may sound silly, but it really is what you want, isn't it? You wouldn't have paid good money for this program if you didn't think success with the opposite sex was a worthwhile goal. Think about the people you'd like to be dating. Think about the times when you'd rather be with a compatible partner than be alone. Think about having an exciting life rather than remaining a mere bystander.

The benefits are worth the commitment. So take this seriously.

I remember when I first implemented these steps into my life. I thought some of it sounded silly—I didn't really want to do it. But then I thought about how much more I'd enjoy life if it *did* work. I decided to give it an honest try. I have never regretted the effort I put into it.

Say it again: "I really want to achieve success with the opposite sex and I *will* follow this program."

Now, read the following statement, then sign it.

I want to improve upon my current level of success with the opposite sex. I understand that if I do nothing different, my situation will not change. I understand that I have nothing to lose by trying something new. Therefore I am committed to putting an honest effort into making changes, using this course as a guide.

\_\_\_\_\_

signature

\_\_\_\_\_

date

Good. You've taken the first step. It was simple. The rest of the program is just as easy. You're on your way!

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## Attitudes

We all have certain attitudes that we carry with us at all times. They affect the way we react to every situation we encounter. They shape our behavior. These attitudes play a very important role in determining how we interact with other people.

Sometimes we have attitudes that prevent us from getting what we want from an encounter with someone of the opposite sex. With some of these attitudes, all it takes is the act of *identifying* the attitude to see that it is not productive. We see that having that attitude prevents us from achieving what we really want.

This section is a discussion of some of those negative attitudes, and a look at how we can replace them with positive attitudes. This is a very important section; while you read, be prepared to be honest with yourself. Complete self-honesty is the first step in achieving the changes you are seeking.

### The Vicious Cycle of Negative Attitudes

Have you ever said something like this: "The person I want to have a relationship with must be perfect; incredibly attractive, intelligent, and fantastically built (or rich, or educated, or whatever)."?

How about this: "I get nervous around someone who has all the qualities I admire. I could never start a conversation with someone that amazing. I feel intimidated."?

Most of us have said something similar to both examples. But wait a minute—if perfection makes us too nervous to do anything, then how can we start a relationship with anybody that measures up to our standards? A sticky question. Our attitudes have created a classic "no win" situation.

We are intimidated by the very people we find attractive; it's only natural. And who'd want to become deeply involved with somebody who wasn't pretty darn special? These are good examples of attitudes that certainly seem to make sense. And guess what? Most of the attitudes that inhibit us *do* make sense. That's why we have them, and that's why they stay with us.

Let's look a little closer. If we analyze our second example, we can see that we are really saying two things. First, we are saying, "I am intimidated by people I am attracted to." And second, we are saying, "I won't interact with someone who intimidates me." So we really have two ways of solving the problem—either learn to interact with people who intimidate, or learn not to be intimidated. It would make sense to choose the alternative that is easier. We will do just that, but first let's talk about some of the other attitudes that might cause problems.

Please take out a pencil or a hi-lighter. We are going to list some of the most common attitude statements that can interfere with the way we interact with the opposite sex. Some will apply to men, some to women. Look for those that reflect attitudes resembling those you hold.

Please be honest, and put a mark by all of the statements that you might possibly make.

## List of Negative Attitudes

- |  |  |
|--|--|
| <input type="checkbox"/> I don't know what to say to him/her.                      | <input type="checkbox"/> Women don't like men who don't have a perfect complexion. |
| <input type="checkbox"/> I don't know her well enough to ask for a date.           | <input type="checkbox"/> Men don't like flat-chested women.                        |
| <input type="checkbox"/> I'll wait until he talks to me.                           | <input type="checkbox"/> Women don't like men who are overweight.                  |
| <input type="checkbox"/> She might say no. I don't want to be rejected.            | <input type="checkbox"/> She's probably got a boyfriend.                           |
| <input type="checkbox"/> I'm not handsome/pretty (smart, rich, tall, etc.) enough. | <input type="checkbox"/> He's probably got a girlfriend.                           |
| <input type="checkbox"/> I'm waiting for the perfect man/woman.                    | <input type="checkbox"/> I'll probably just make a fool of myself.                 |
| <input type="checkbox"/> She/he's too good for me.                                 | <input type="checkbox"/> I wouldn't know what to do on a date.                     |
| <input type="checkbox"/> I'd have to really impress her if I took her out.         | <input type="checkbox"/> He's probably too busy to take time to talk to me.        |

*Add the ones that we talked about in class that apply to you. Can you think of any others?*

What do you say to yourself when you fail to make contact with someone who interests you? Stop and think for a minute. What do you say to yourself to convince you that you are *not* going to speak to that man or woman you see every day? How about “We probably have nothing in common.”? How about “He/she’s not my type.”? Take a few minutes and review the last few days in your mind. In the space above, try to write down 5 more statements that have appeared in your mind when you have thought about approaching or dating someone. If you can’t think of 5, at least write down 2 more before you go on.

Did you notice that some of the negative attitudes we have are statements about ourselves? “I’m not smooth enough.” “I’m too ugly.” “I can’t handle small talk.” These statements reveal something about our self-image—the picture we have of ourselves within our minds.

## The Difference a Positive Attitude Makes

I always thought of myself as someone who was not good looking, and not too “cool”. Since a person will ALWAYS act in accordance with the way he sees himself, my self image was confirmed; I *acted* like an ugly and uncool person. As a result, I was unpopular. But a few years later I learned the value of positive self image and positive attitudes. I adjusted my attitudes about myself. New attitudes gave me new results.

I was working in a department store, selling cameras. One night I got a note from a “secret admirer” who worked in the toy department. She said she thought I was extremely good looking and wanted to meet me. I appreciated her good taste, and agreed to a date. We had dinner, then went to my apartment to get to know each other better. In the course of the evening, she asked to see my high school yearbook. She looked up my senior picture, and upon seeing it, gasped, “God, you were ugly then!”

This took me by surprise, since I didn’t think I had changed that much. I looked at the picture, and sure enough it was the same face. I had a slightly different hairstyle, and different glasses, but the face was exactly the same. But the attitude had changed. There was something about that picture that showed how I saw myself in high school. Ugly and uncool. But I was sitting there in my apartment, wearing the same face and now being described as “handsome”. The difference was only in my self image.

But that difference was real. Changing the way I saw myself had actually changed the way other people saw me.

Changing your attitudes *will* change the way people see you. It can also change the way you react to situations. You’ll improve your ability to accomplish the things you want. By removing negative attitudes, you will remove the barriers to your success with relationships.

## Changing Attitudes

So, how do we get rid of the attitudes that are interfering with our progress? Well, actually we can’t just get rid of attitudes like these—they have been with us too long. They won’t just go away and leave a nice clean hole in our attitude inventory. The only way to negate the harmful effects of these attitudes is to replace them with positive attitudes.



As we discuss some potential replacement attitudes, you will see that it is fairly easy to come up with statements that are more positive, and that if you really believed them you should be able to deal with other people much more effectively. But just because you can come up with a more positive attitude statement does not mean that it is easy to make it an integral part of your psychological makeup. But it can be done.

I'll show you how in just a minute. First, let's consider some of the "bad" attitudes from the previous page, and think of some possible replacements.

"I don't know what to say." - Wait a minute. Think about it a bit. You probably could think of lots of things to say. You're an intelligent person—you have opinions on politics, economics, sports, and a hundred other things. You have a unique perspective on the world. You have done things that no one else has done, and though some may seem minor, they are part of what makes you special. We have all told ourselves things like, "I should have said this," or "Gee, if I only would have thought of that sooner." The fact is, you do know what to say; the problem is that you just may not have it on the tip of your tongue when you need it. The problem is not that you can't speak—it's that you may not be able to do it spontaneously, that is, at any time and any place.

The key is practice. Conversing is like any other activity; it gets easier the more you do it. The secret is to practice in non-threatening situations, where nothing is at stake. If you talk to someone you will never see again, or someone you're not necessarily attracted to (and therefore do not find intimidating), or one you are already comfortable with (like a sibling, or an old friend) you will get a chance to practice the basic skills of talking to the opposite sex. You have nothing to lose. If you run out of things to say, you can just say good-bye and walk away.

Then you can think about other things you might have said, and it will get easier next time. After enough practice, you'll be so comfortable with your speaking abilities that you'll be able to walk right up to the person of your dreams and start talking. But you have to practice often, and under every circumstance possible. You have to talk to the clerk at the grocery store, to the person at the bus stop, to your best friend's parent, to the person taking a survey over the phone, and to the salesperson who comes to your door to sell magazines. It doesn't matter what you talk about, and it doesn't matter if you say something dumb—no one will criticize you. What matters is that you do it.

Your new attitude must reflect this philosophy: *"I easily talk to every person of the opposite sex I meet."*

OK, so now you have a new attitude. But we're not kidding anybody—just saying that you talk to everyone possible won't make it happen. You have to convince yourself that this really is what you do. And the way to convince yourself is to tell yourself over and over again. Then tell yourself a few more times.

Repetition is a powerful tool for motivating an attitude change. It has been proven time and time again. Repeating new, positive attitudes to yourself is called *affirmation*. Affirmation is the tool we're going to use in the next step of this program.

## Affirmations

Get some blank '3 by 5' cards or small sheets of paper. You're going to write one new attitude (affirmation statement) on each card. But how do you know what new attitudes to develop? Easy. Simply replace each of your negative attitudes with a new, more positive one. Each affirmation statement you develop must have qualities known as the **4 Ps**. It must be:

<b>Positive</b>
<b>1<sup>st</sup> Person</b>
<b>Present Tense</b>
<b>Powerful</b>

**It is stated positively.** Avoid "don't" and "never". You must be able to see yourself performing the behavior. You can't visualize "not doing" something. It features the quality you **do** want.

**It is in the first person present tense.** ("I am", "I always...") Your mind will only accept it if it is stated as an already-existing fact.

**It contains words that paint a vivid and powerful picture of the new attitude.** It must be specific and clear, with strong emotion that will draw you to the benefits of acquiring the attitude.

Let's look at some examples. We've already said that we should replace the negative attitude "I don't know what to say." If that applies to you, then write "I easily talk to every person of the opposite sex I meet" on your first card. Take a moment and try to see yourself doing this. Preview in your mind how it will be the next time you have an opportunity for conversation. You easily talk to that person. Of course.

It may be a little tough to see it right now, but believe me – it will get easier. Let's try another attitude.

What if you have the attitude that "I'm not very attractive."? How can we rephrase that to be a positive statement of your new reality? It's tough. It's probably a lot easier to make a list of things we don't like about ourselves, but the good stuff is there. Let's say, "I have qualities that make me attractive to the opposite sex." That is a true statement, sure enough, but it's sometimes hard to believe it. It's hard to see a picture of what that looks like in your mind. When you think about it, though, you'll find that you *do* have a lot of great qualities. If you say "I am attractive because I have a nice smile," you can see yourself smiling, and see others reacting positively to you when you do.

Identifying our positive qualities leads to confidence, which leads us to be more sure of ourselves. That makes us more attractive.

I can think of a couple of examples from my own experience. When I was in college, I once shaved my head for a swim meet. I thought I looked pretty ridiculous, and I tried not to go out in public too much while my hair was growing back. Then I found out that one of the lifeguards (one that I liked, but was too shy to approach) thought that I had a “neat head”. She loved to run her hands across my skull. She thought my shaved dome was sexy. So I found that a feature I had tried to hide was actually considered to be an attractive asset.

And when I was in the band, I always thought of myself as a “band nerd”. But then I learned of a girl who really enjoyed talking about music. She initially liked me for my interest in music, and after we got to know each other she found other things to like.

The point is that you are special. You are unique. There is no one else in this world that has exactly your combination of talents, abilities, and physical makeup. You can do things in a way that no one else anywhere can exactly duplicate. And there *are* people who will find your uniqueness attractive, and will like you for what you are.

Once you recognize those qualities (*and admit to yourself that you do indeed possess them*), you will more easily display your best features for others to see. You’ll have fewer fears about interacting with people. Your negative attitudes about yourself will have a harder time controlling your behavior. You’ll seem less shy.

## Your Attractive Qualities

Take a minute to do a little exercise. I have listed some qualities that are considered attractive. Get out your pencil and mark the ones that you have, even if you may only have a little bit of it.

You may even want to ask your friends to tell you what they like about you. You probably have good qualities you don’t even know about. Remember compliments that you have received. Make note of the qualities that were complimented. What accomplishments are you proud of? What do you like about yourself?

What have you done that has given you unique experience? What education have you received? What hardships have you suffered through and learned from? What hobbies and passions do you have?

As you go through this exercise, keep in mind that we’re generating a list of all the things that *someone* could find attractive about you. To make this list, a good quality DOES NOT have to be universally accepted by everyone. (For example, while some people may think that being in the marching band makes me a nerd, others will find it appealing – therefore it goes on the list.) Write down everything that makes you different from everyone else. Don’t talk yourself out of it – write down everything that makes you the attractive and interesting person you are.

Don’t be modest. Mark all that apply.

- |   |   |
|---|---|
| <input type="checkbox"/> Honesty.   | <input type="checkbox"/> Willpower.   |
| <input type="checkbox"/> A nice smile.  | <input type="checkbox"/> Love of animals.                                   |
| <input type="checkbox"/> Intelligence.  | <input type="checkbox"/> Generosity.  |
| <input type="checkbox"/> An appreciation of good literature (or movies, or art, etc.) | <input type="checkbox"/> Strength.  |
| <input type="checkbox"/> Physical health.   | <input type="checkbox"/> Good ideas.  |
| <input type="checkbox"/> Mechanical or technical expertise.                           | <input type="checkbox"/> You always learn from mistakes.                    |
| <input type="checkbox"/> A sense of humor.  | <input type="checkbox"/> Community or team spirit.                          |
| <input type="checkbox"/> Sincerity.   | <input type="checkbox"/> Strong family values.                              |
| <input type="checkbox"/> Good lips.   | <input type="checkbox"/> Math or science knowledge.                         |
| <input type="checkbox"/> Athletic skill.  | <input type="checkbox"/> Artistic ability.                                  |
| <input type="checkbox"/> A good speaking or singing voice.                            | <input type="checkbox"/> Compassion   |
| <input type="checkbox"/> High sexual energy.  | <input type="checkbox"/> Modesty  |
| <input type="checkbox"/> Sensitivity.   | <input type="checkbox"/> Good reading skills.                               |
| <input type="checkbox"/> Musical ability.   | <input type="checkbox"/> Ability to plan things.                            |
| <input type="checkbox"/> Attractive eyes.   | <input type="checkbox"/> You've been tested by adversity and have survived. |
| <input type="checkbox"/> Interesting experiences or work history.                     | <input type="checkbox"/> Nice legs or buns.                                 |
| <input type="checkbox"/> Loyalty.   | <input type="checkbox"/> Consideration for your friends.                    |
| <input type="checkbox"/> Not afraid of a little work.                                 | <input type="checkbox"/> Foreign language skills.                           |

That's just a drop in the bucket. Now that you have the idea, write down a few more of your good qualities. Be creative. List everything that you have or can do.

It really isn't hard to see that you do have qualities that someone will find attractive. It may not seem like it some times, but people want to see your good qualities—to have a chance to get to know what makes you special. But if you spend all your time thinking about your faults, you'll never let anyone find what they're looking for within you. Everyone has faults, but not everyone has the same unique set of good qualities you have—and someone is out there who has been looking for just those qualities. Write your new attitude down on an index card: "The following qualities make me attractive to the opposite sex. (Then list them.)" You are special, and the card (which represents your new attitude) will help you remember it.

(Over the next few days, come back and look at this list again. You will remember other things to add to it. Add them, and look at the entire list. When you gain a new skill, improve something about yourself or accomplish something new, add it. Review this list on a regular basis. Read it over. You'll begin to wonder how anyone could resist you...)

Here's another positive attitude to write on a card. "I rarely make mistakes, but when I do, I handle them well, recover quickly, and get on with life."

We all have been in situations where we refuse to attempt something simply because we are afraid of messing it up. That is one of the biggest fears in dealing with the opposite sex. "I might make a fool of myself." Or: "I might say something dumb." Well, guess what? It is inevitable. Everybody says something dumb now and then. Everybody spills a drink every once in a while. And when this inevitability occurs, one of two things will happen:

1. The person who spilled the drink turns red and mumbles, then leaves the room, embarrassed. Everyone says, "Oh, look what that Klutz did. What a jerk!"

**OR**

2. The person who spilled the drink says "Oops," not loudly, but clearly, then adds, "I'd better clean this up," then gets on with business. Everyone looks, sees that it is under control, and then goes back to what was happening before.

The point is: *we all make mistakes*. A person who doesn't make mistakes is a person who doesn't do anything. Very few of these mistakes are of any consequence. If we treat them simply as meaningless mistakes, everyone else will agree that no harm was done. After all, we learn from our experience, right? We can do better next time. It's okay to make mistakes.

You know what is neat? If you practice (see the first card about taking advantage of every opportunity to talk...) you'll get better and you won't make as many mistakes, anyway.

## Rejection

OK, but what about rejection? The mere *possibility* of rejection can cause major anxiety. The thought of being turned down for a date (or snubbed during a conversation, etc.) is similar to the thought of being boiled in oil. Nobody wants to be rejected.

But it will happen occasionally. Sometimes a romance is simply not meant to be. Let's imagine that you have been interested in a certain someone; for months you have spent your spare time daydreaming about this person. You decide you'd like a date with this person.

There are three things that can happen when you want a date:

1. **You ask for a date and the answer is yes.** Good for you! You get what you want.
2. **You don't ask for a date.** Then:

You continue to spend time dreaming about this person,

You continue to wonder whether he/she likes you,

You get an ulcer from the anxiety of not knowing, and

The person of your dreams goes out with some sleazoid, gets married, is miserable, and spends the rest of his/her life wishing you had taken the opportunity to ask him/her out.
3. **You ask for a date and the answer is no.** I mean, you finally work up the courage to ask for a date; and are told that a date with Godzilla would be preferable. You are crushed, and these nasty things have happened to you:

You now know what that person thinks instead of just wondering.

You won't waste your spare time daydreaming anymore.

You are now free to check out that cutie from down the street who's been giving you the eye.

Whoa! Wait a minute! None of the things that happened because of that rejection was all that bad. No big deal. Hmmmm. But if you *don't* try for what you want (the date, in this example), it is guaranteed that nothing good can happen. So, there's our new attitude: I always try. I focus on the benefits of trying.

At one of the first companies I worked for there was a girl I found to be very attractive. Linda was tall, had beautiful hair, a great smile, and always dressed nicely. I wanted to get to know her, but we didn't work in the same department. I was afraid that if I just walked up to her and started talking, I would say something stupid. I also feared that if I ever approached her or asked her out she'd tell me she wasn't interested or had a boy friend or something. I just knew that she would break my heart.

So I never even spoke to her. Eventually I got a job in another city, and knowing that I was leaving enabled me to overcome my fear. I finally went up to Linda and said, "Hi, I know you don't know me, but I wanted to meet you before I left the company."

"I know who you are," she said. "I'll be sorry to see you go."

Since I knew I had nothing to lose, I got bolder. "I had really wanted to ask you out," I blurted.

"Oh, gee," she said. "I really wish you would have."

I could have punched myself. All that time she was just as interested as I was, but because of my fear I had blown my chance. (Another lesson: maybe other people have the same shyness and insecurity I do...after all *she* could have started talking with *me*, couldn't she?)

And you know, thinking back on all the times I've been rejected, I can't think of a single rejection that caused me any permanent damage. I probably can't even remember most rejections. I just don't worry about them any more.

Actually, since rejection is unavoidable every so often, the person who has the most successes will probably also have the most rejections, simply because of making the most attempts. But a single success more than makes up for all those rejections. So *go for it*.

OK, get out another card. What if we have the attitude that we must be impressive—larger than life—to be seen as attractive? This attitude can make you try to act like something you're not. Not only is such an act impossible to keep up forever, but... who wants to be liked for qualities that don't even belong to them? I know I'd much rather be liked for who I really am.

Let's create a new attitude for being ourselves. "I am impressive enough the way I am. I am always content to be myself."

Remember, someone *is* looking for the good qualities you have, and whether you are on a date or just talking on the phone, it is important to be yourself. The myth that a date must be a really impressive event is an outdated attitude from the past. The fact is, if you try too hard to be impressive, i.e., to be something you are not, you will be uncomfortable and your date will know it. Your date will get the feeling from you that you are a phony, and probably will be less likely to want to see you in the future. Besides, if you throw out a really big, impressive front, what will you do next time? You can't keep it up forever.

There will be more discussion of specific ways to interact with the opposite sex later in the program. For now, though, all that is important is for you to remember just to be natural, and to be yourself.

Let's talk about two other attitudes that are important to achieving success with the opposite sex.

I MAKE FRIENDS WITH THE OPPOSITE SEX.      I HAVE FUN WITH MY FRIENDS.

If you think of the opposite sex as something totally different from yourself, you erect a barrier that is impossible to break down, no matter what other attitude adjustments you have made. In order to really be successful, you must remember that they too are human beings; they're people—with lives of their own; with their own hopes, dreams, and personalities. In fact, they are perfect candidates for new friends.

If you look at the opposite sex as simply something to date, to fall in love with, and to marry, you are missing out on an entire spectrum of great experiences that you can have by having friends of the opposite sex. Every person can use all the friends he or she can get, and you are no different. Don't ignore someone just because they may not meet your definition of "datable"—speak to them, get to know them. Who knows, you might find that you have gained a valuable new friend. And he or she has other friends that you will probably meet...

Don't restrict yourself to only going out on dates. Your new friends (whether there is potential of romance or not) are people with whom you can enjoy all sorts of experiences.

But here's the good part...if people see that you are comfortable with other members of their sex, they too will tend to feel comfortable with you and will want to get to know you better. If you allow yourself to be friends with the opposite sex, suddenly you'll find that your possibilities for romance have increased. And there's certainly nothing wrong with that.

A friend of mine named Alan once worked in a small office. His boss was interviewing people for an open job, and brought one of the prospective employees in to meet my friend. Alan wasn't impressed with this girl, and later told his boss, "Don't hire her. I just don't like her." But the boss said, "I have to hire her—her dad is my best friend."

So Alan got a new office mate that he didn't like. But as he got to know her, he realized that she wasn't so bad. In fact, about 2 years later they got married, and have been happily together ever since. By making friends with someone he originally had no interest in, he found a lifetime companion.

Well, now that we have talked about your new attitudes, are there any others you can think of that should be on the cards? Go back and look at your "bad attitude list". Think of a positive attitude to replace each of the statements that you added to the printed list. If you have trouble with this, just approach it the way we did in the previous paragraphs; figure out why the attitude could hold you back, and find an opposite statement that will encourage positive behavior.

Also, look at your list of positive qualities. Remind yourself what a unique and special person you are. Put these reminders on the cards, too, if you like.

Review these lists a couple of times in the next few days, just to make sure that you haven't forgotten anything, and update your lists and cards until you're sure you have a complete set.

These cards are going to help you achieve the success you want.

***READ THIS NEXT SECTION CAREFULLY—IT IS VERY IMPORTANT !!***

What I'll ask you to do next may sound silly, maybe even stupid, but it is absolutely essential if this program is going to work. As we said, the key to attitude replacement is repetition. It's really very simple: all you have to do is keep the cards handy and read them to yourself several times a day. Read them out loud when you are alone, and read them silently when you are in public. But read them.

***Remember, YOU HAVE ABSOLUTELY NOTHING TO LOSE by doing this, but so much to gain!***

You should read your affirmations in order, and read every one at each reading session. Set up a schedule. Try to work it so that you will read through them at least six times a day. Here is one possible schedule:

As soon as you get up in the morning, or at breakfast, or both.

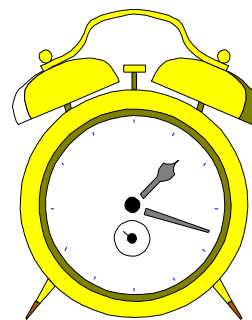
At midmorning break (9:30 or 10:00).

During lunch.

Mid afternoon break (2:00 or so).

At supper.

Before you go to bed.



***Affirmations!***



If you have an alarm on your watch, set it to remind you of these times. Carry these positive statements in your pocket, purse, briefcase or some other handy place. If you ever get stuck waiting somewhere (at the bus stop, the doctor's office, study hall, traffic jam, etc.) pull out those statements and read through them.

And as you go over the words, think about what we decided about each statement. Remember the good things that will happen if you really live and believe these simple statements. Earlier, you made a commitment to do what was necessary to obtain the goal for which you purchased this program. Stick to that commitment, read the cards often, and be prepared to enjoy the pleasures of a richer and fuller life.

If you take this seriously, and make an honest effort to live to the statements on the cards, you will find that it won't take long to see the results. But no matter how fast or slow your progress, make sure that you stick to your schedule of reading the cards for at least three weeks.

Now when you think about it, three weeks of reading index cards six times a day is not a whole lot to ask of yourself. There should be plenty of opportunities to read the cards where no one will be around to ask what you are doing, but if they do—you don't have to tell them anything (although most people admire an honest effort to make a change for the better). If people are always around, take the cards with you when you go to the bathroom and read them there. And read as if you mean it.

You may find that you need a few reminders. Some people find it helpful to put a note on the bathroom mirror: Don't Forget the Cards! Some mark it on their calendar. Maybe a string tied around your finger, or a rubber band on your key ring—whatever works, just don't let yourself slack up on your commitment.

When I started reading my cards, I was fortunate enough to have a roommate who just thought it was hilarious that I thought I could change my life by reading a bunch of stupid index cards. He loved to torment me about it, and tease me—after all, he knew that I couldn't get a date.

He'd say mockingly, "Why aren't you reading your cards, Terry?" He meant it sarcastically, but sure enough, it would remind me—I'd take out my cards and read them. My roommate would roll with laughter. I'd read my cards again.

Several weeks later I walked into the apartment with an outstanding young lady at my side and introduced her as my date. He didn't say anything then, but the next day, he asked if he could borrow my cards.

So, before we go on, pull out your affirmations and read them each out loud. And smile while you're doing it—Step One of the program is under way!

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## **Practice**

The second major section of the program will provide you with feedback to let you know exactly what progress is being made. This feedback comes from using the contact log.

The purpose of using the contact log is twofold; it forces you to think about and evaluate your contacts with the opposite sex, and it lets you see real evidence of the progress you are making. Both are very important to assure the long-term success of this program.

Look at the contact log (the last few pages of this manual). It is nothing more than a place to record a bit of information about each contact you have with someone of the opposite sex. Start using the contact log today. Here's how you use it:

Every time you speak with a significant person of the opposite sex, whether in person or on the phone, fill out a section in the contact log. When I started using the contact log, I talked to very few women, so I wrote down every contact. I wrote it down when I talked to the female clerk at the grocery store. I wrote it down when I asked a classmate what the assignment was. I even added a note to my contact log when I talked to my grandmother.

Other people, such as those who work with the public, may have many contacts. Some people are also comfortable talking to the opposite sex, except in situations where something is at stake (such as a date proposal). If you are in that situation, write down only the contacts that you think are important or scary.

Enter the person's name, the date of contact, whether you just met the person, whether contact was in person or on the phone, and anything significant information that you want to remember.

Then, in just a few words, write down anything about the contact that you think went particularly well. Did you start the conversation smoothly? Were you relaxed? Did the other person seem to enjoy the contact? Were you able to just be yourself?

And what did not go well? Write down anything about the conversation that you would like to improve in your next contact. Write it as a positive statement, "Next time I'll remember where she said she was going," or "Next time I will smile, speak in a clear voice and look her in the eye." Remember, it's okay to make mistakes—don't worry about them. Look at them as opportunities to learn and to improve.

Finally, there is a place to record significant milestones. Did you ask for a date? Did you exchange phone numbers? Did you arrange to see this person again? Write down anything you think was important about the contact.

That's all there is to using the contact log. The important thing is to keep it handy and to record each and every contact, no matter how minor. It might seem as if there are an awful lot of pages to fill up, but you will be surprised how fast you run out. When you do run out, just run some extra copies.

Keep a record of every contact with you have with the opposite sex for three weeks. Then depending on the frequency of your contacts at that point, you may want to record only contacts with new friends, or only contacts that last more than two minutes.

If you read your affirmation cards, and make an honest effort to incorporate your new attitudes into your daily life, you will find that it won't be long before you no longer need the contact log. Use your own judgment, but fill it out without fail for at least three weeks. Then, if you are still not comfortable with the frequency and quality of your contacts with the opposite sex, continue to use the cards and the contact log as aids in helping achieve your goal.

**YOU + POSITIVE STATEMENTS + CONTACT LOG = SUCCESS !!**

## Lesson 2—Techniques

Congratulations! Getting started was the hard part, and you are past that. Now all that remains is to fill in the details. If you use the cards and the contact log properly, you will increase your success with the opposite sex. That's all you really need to do. Those are the things that make the program work. Everything else is just suggestion; just advice that might make your progress go faster and easier.

The following sections contain lots of thoughts and ideas about interaction with the opposite sex. But remember, the stuff to come is just the icing—you've already bitten into the cake. As you read the remaining chapters, keep in mind that even though you will learn some important things, you cannot depend on that new knowledge alone. You must follow the course as outlined in the earlier chapters.

Now that we've gotten that straight, let's get on with it!

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### General Concepts

Despite the efforts of some liberal thinkers to make you believe otherwise, men and women are different from each other in several ways. But there are some general qualities they share. Although you must consider each person as an individual (no two are alike), certain tendencies are worth considering because of their potential impact on relationships. These are not absolute rules, but guidelines for consideration.

- **Sensitivity is appreciated.** People tend to like those who can relate to their needs. If you can listen, empathize, and show that you care for the feelings of others, people will notice. Pay attention to moods; sometimes a person will want to be alone, sometimes they'll need conversation, sometimes a good hug. In other words, you'll have better luck if you can develop the ability to really care about the person you're with.
- **Nobody likes a wimp.** This may seem like a contradiction to the statement above, but there is an important distinction. Being sensitive to the needs of others does not mean that you should not be sensitive to your own needs. You must take care of yourself, too. When you do, you'll show that you have self-assurance, which is a very attractive quality. One thing that is almost sure to turn people off is behavior known as "the Puppy Dog Syndrome". The Puppy Dog Syndrome is where a person is infatuated with someone else and follows them around, maybe buying presents, and generally becoming a nuisance with constant displays of affection. Like a puppy dog, a person like that is nice to have around for a little while—but it gets old, and the object of this desire will want to put you on a leash and tie you up in the back yard. We'll talk more about this syndrome later.

The thing to remember is that to avoid be mistaken for a wimp, you must present confidence—be sure of yourself.

- **Nobody likes arrogance.** It's a fine line between confidence and arrogance, but it is an important one. Don't talk too much about yourself or talk too loudly. It is not necessary to be the center of attention all the time; in fact in some situations it is better to stay quiet and contribute only when you have something important to say.

- **People don't like to "hurt your feelings"**. Part of the success of this program is dependent on feedback about how you are doing with the opposite sex. Well, be aware that sometimes people may not be completely honest with you about how they feel. When they want to say "Geez, you're acting like a complete idiot!", you might instead hear "hmmm, you look good with a lampshade on your head." When you should be told "No, I don't really want to go to a movie tonight," you might hear "Gosh, I just remembered that I have to wash my hair."

There are several good ways to avoid letting this tendency get you in trouble. One of the best things you can do is to implement the "3 Chances Rule". The 3 Chances Rule states that if you can't get together with a person after 3 tries, it probably just was not meant to be, and you'd better forget him or her and get on with life. This means that if a person comes up with 3 excuses not to go out on a date with you (washing hair, brother's piano recital, baby sitting the two cats, whatever...) they probably just don't want to go out with you but are too chicken to say so. They "don't want to hurt your feelings" - but what they don't realize is that being lied to and put off hurts more than the truth ever could. What's more, it wastes your time. So remember the 3 Chances Rules, and pay attention to other feedback such as facial expressions and body language.

- **Not everyone will like you.** But that's OK—you won't like everyone else, either. But some *will* like you, and that will make it all worthwhile.

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## ***Your Appearance***

We have already established that fact that you are a pretty outstanding person. You have lots of good qualities, and at least a few great ones. There are enough attractive things about you to make the opposite sex like you and appreciate you for what you are.

But it never hurts to improve on a good thing, does it?

Here are some hints on appearance:

- **Smile.** It's simple, but so important. Everyone feels more comfortable with people who are enjoying themselves, and a good smile radiates enjoyment. Nobody likes hanging around a sourpuss, but everybody likes receiving smiles. A smile shows warmth, and an appreciation of the person you're with.

Go to a mirror and look at your face with and without a smile. The smile looks better, doesn't it. Practice smiling in the mirror—find one that looks natural. Don't force it. If you force it, you'll look goofy. Try to smile just because you feel good, and you'll find that you feel good because you smile.

- **Stay clean.** Wash your hair, brush your teeth, etc. Use deodorant. Don't wear dirty clothes, and don't wear the same clothes two days in a row. People notice things like this.

- **Dress appropriately.** Follow the trends within your age group and peer group. You may want to read some of the books that are out that deal with how to dress to be successful, especially if you work in a situation where that would apply. Look at what the people around you are wearing, especially those who are doing well with the opposite sex, and take clues from them. Some stores even have trained salespeople to help you pick out appropriate clothing. But, remember that the clothing that is appropriate for going to a rock concert is not the same as what you would wear to the symphony.
- **Do the little things:** Shine your shoes. Clean your fingernails. Iron your clothes if they need it. Stop by the mirror on your way out and check how you look. Don't get obsessive about it, but do pay attention to how you look.
- **Consider some changes:** Should you trade in your glasses for a newer style, or maybe even contact lenses? Should you change your hairstyle? Should you start exercising—get rid of the flab and build up the shoulders a bit? Maybe there is something you've wanted to do for a while but just haven't been motivated; well now's your chance—you might as well go for it. (Maybe create a card with positive statements about the changes?)

Don't spend time worrying about those areas of your appearance that you may not like but that you cannot change. If you aren't happy with the color of your eyes, your height, or the size of your nose, don't worry about it. Everybody has features they'd rather not have, whether it's height, a receding hairline, a scar, pimples, or whatever. But no matter how undesirable you think these features are, it has been proven many times that physical features are a deterrent to interaction with the opposite sex only if you let them be. Other people similar to you are doing quite well with the opposite sex, and you can, too. If your attitude is holding you back, change it with the affirmation techniques discussed earlier.

Remember that people will accept whatever you will accept about yourself. Be proud of who you are, and others will see you as a person—not as a catalog of physical features.

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## ***Meeting People***

There are plenty of people in the world. And you find people of the opposite sex (i.e., potential friends) in almost every conceivable situation. Always keep that in mind—you can make friends anywhere.

### **Values**

If you are specifically looking to meet someone special and perhaps start a relationship, some places are better than others. After all, it doesn't do you much good to meet people that you don't like—so it is important to consider what sorts of people you'll find in the places you are considering looking. You need to spend some time figuring out what is important to you.

Fill out the values inventory form on page 33. Once you know what you like, you can analyze whether a certain place provides good opportunities for meeting the right people.

If you don't like Russian shot-putters, for instance, it won't do you much good to go to the annual Russian shot-putters' convention. If you *do* like Russian shot-putters, choose their convention over meetings of the Dainty Little Old Retired People's Knitting Society. If you don't like religion, then don't go to church to try to find the mate of your dreams. Still, there are a lot of options, so try to pick some that make sense.

Here are some possibilities:

- **Classes/School** - This is a great place to meet candidates for romance. There are a lot of members of the opposite sex around (unless you go to a gender-restricted school or class—in which case you can skip to the next item). You have practically unlimited amounts of conversation topics; classes, teachers, the school's sports teams if applicable, the subject matter, the campus, tests, grades, and so on. You can use the time between classes to talk to others and make friends, and there are usually school-sponsored functions (dances, plays, concerts, etc.) that you can attend as a social activity. When you select classes that reflect your specific interests, you'll very likely meet people who share those interests. You're guaranteed to have a least something in common with the people of the opposite sex you meet.
- **Work** - A lot of people believe that you should not date anyone you work with. There are dangers to this; no matter what happens in the relationship you still will have to work with each other. But generally, the workplace is one of the best locations to find new friends of the opposite sex and to look for potential romance (that's where I met my wife). Like school, you have things to talk about, and you usually have plenty of opportunity for conversation during the day.

You can meet people at the vending machines, in the lunch room, at the copy machine, or at the drinking fountain. You can flirt with customers, suppliers, and other workers as you go about doing your job.

There are a few things to consider while flirting at work. Never make any suggestions that could be considered as sexual harassment. Never flirt in the middle of a meeting, or in a way or in a place where either of you might be embarrassed. You must be careful to show business people the professional respect and courtesy that you would show members of your own sex, and flirt *only* after you've established that professional relationship. And finally, be discreet. The workplace is a great place for rumor. If you don't want to be the subject of teasing, harassment, and rumormongering, use the workplace only to start the relationship. Then if you decide to take it more seriously, pursue that after hours.

- **Exercising** - Health clubs are rapidly becoming today's singles bars. There are a lot of advantages to using exercise as a way to meet people. First, you are improving your own health through exercise and you know that the people you meet are taking steps to improve themselves, too. Second, you get to know people quicker—something about wearing exercise clothing tends to make people less formal and stuffy. You can talk about your workout program, performance, or the other people you see there. You can arrange to go out for a drink after the workout, or agree to enter some race or competition together. One caution: don't join a health club just to look for a pickup—if you aren't going to actually use the facility, people will know it and think you are a phony.

- **Church** - If religion is important to you, then church services and functions are great places to meet people. You're usually all dressed up—you feel good. You can start the conversation by talking about the sermon, or the music, or the annual ice cream social. Everyone is in the mood for fellowship, so it is easy to meet new people and to get to know them.
- **Bars** - General public opinion seems to indicate that bars are the best places to go to begin relationships with the opposite sex. This can be true, but more often it is not. Bars are usually too noisy to allow any good conversation, and too dark to allow a good look at the people you meet. Some people also find the smoke irritating. Sometimes lasting relationships are started on a dance floor, but usually relationships begun in bars are finished by closing time, or at least by the next morning. Also remember that drinking impairs your judgment: Do you really want to start off a relationship when you are not in full control?

If you enjoy the bar scene, go for it. But if you want to meet new people and get to know them, you might have better luck at the bowling alley or at the grocery store; someplace where a normal conversation can take place.

- **The Streets** - This category includes not only the great out-of-doors, but anyplace you might go where you'll run into other people. The bank, the football game, the swimming pool, the grocery store or department store, the gas station, the fast food joint—anywhere! Don't forget these kinds of places; a lot of good relationships have started in supermarket parking lots. Never overlook the opportunities to meet new friends wherever you are.
- **Parties** - Some of the same cautions apply for parties as were mentioned for bars. But generally, people you meet at parties will tend to be in your peer group. Casual conversation is abundant, making it easy to get started.
- **Community Groups** - You can meet new friends by joining local groups or clubs (photography clubs, homeowner's associations, volunteer groups, etc.). Since you all joined the same group, it guarantees that you have at least a few interests in common. It is always easy to build a personal relationship with someone when you work with them on a common project.
- **Your Friends** - All your friends have other friends, and the more new friends of the opposite sex you make, the greater your chances for meeting even more new candidates for fulfilling relationships. Suggest getting everybody together for a party or a cookout or something, and meet the people your friends like. After all, if someone you respect likes a person, you'll probably like him or her too.
- **Activities** - Join a softball team, go on a raft trip, get into a bowling league, or sign up for a computer club. Get involved in something where people are doing things that interest you. Look in neighborhood newspapers, or on the bulletin boards at school or at the store or the church. Check into clubs or professional organizations where you work. There are even clubs and groups that exist primarily to give single people the chance to meet and get to know each other. The possibilities are limited only by your imagination.

- **Dating Services and Personal Ads** - It used to be that using a dating service was about the same as wearing a sign saying “I’m a Social Reject”, but that’s just not true any more. A lot of professional people simply don’t have time to go out every night hoping to meet someone, and a dating service can be a great help. Probably the video dating services are the best, because you get to actually see and hear a potential date before you set up a contact.

The problem with personal ads is that they are sometimes too unpredictable. The problem with dating services is that they’re expensive. Some do let you look through their catalogs or videotapes before you pay so that you can decide if it will be worth it. For most people, though, unless they just don’t have the time to get out much, they would be better off saving the money and concentrating on their other options. However, lots of good relationships have started this way, so consider whether it might be right for you.

These are just a few examples. There are many more places to meet people, and you will have fun discovering them. The only thing to remember is that simply because there *are* members of the opposite sex in a particular place, it does not necessarily mean that it is the place that you should go. If you come in contact with enough men and women in your daily life, you may not have to *go* anywhere. Think about your interests, goals, and desires, and try to find a place where you will be likely to find the right kind of people to be your new friends.

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## ***Flirting***

Flirting is one of the really fun things about getting to know people of the opposite sex. Flirting includes all of the activities that you will do to try to get someone to take an interest in you. Things like opening lines, small talk, and of course, smiling.

The key to successful flirting is simple: you want to try to make the people you interact with feel good—to enjoy themselves. And if they see that you are enjoying yourself, they’ll be more likely to get caught up in it. So, as we said before, you’ve got to smile. You can’t take yourself too seriously.

That’s principle number one: Have a good time. Don’t worry about mistakes—just go for it.

Flirting principle number two: Don’t overdo it. Always leave before you wear out your welcome. Keep your flirting encounters short. If you leave soon enough, your friend will wish you had stuck around a bit longer. Your next contact will be eagerly anticipated. Quit while you’re doing well; don’t wait until you have run out of things to say.

Let’s face it, a lot of the things we do while flirting are pretty silly. Nothing is more ridiculous than some of the “opening lines” that people use. It is far better to be sincere, and to open a conversation with a comment that is appropriate to the situation. The problem is, it’s often almost impossible to open a conversation that way. Usually there is no logical reason to speak to someone you don’t know, other than the fact that you want to. For instance, if you are standing in a line at a fast food restaurant, it would not really be appropriate for you to ask the person in front of you what sort of burger he or she is going to buy. They might think it was none of your business. So the only way to get things started is by using an “opening line”.



“Do you come here often?” “Haven’t I seen you somewhere before?” and “What’s your sign?” are all opening lines that are guaranteed to put a person on the defensive. Lines like “Nice day we’re having,” or “Thank God it’s Friday” are less dangerous, but still are pretty dull and probably won’t generate much of a response.

The best opening lines are those that come naturally from the situation. For example, if the building you are in has just been redecorated, you might say, “I really like what they’ve done to this building. What do you think?” Or “I get turned around in here. Do you know which direction we’re facing?”

Another good opening is the honest compliment: “That sure is an attractive outfit you’re wearing,” or “I like your jacket.” Or if you bump into someone when walking around a corner, say, “We’ve got to stop meeting like this.”

The goal is to get their attention and to start a conversation. It is best to end your opening remark with a question, so the other person will be more likely to respond. “Have you been waiting long?” “Excuse me, could you tell me what time it is?” “My brother has been looking for a briefcase like that—could you tell me where you got it?” Whatever works. You don’t have to be clever or witty. You don’t have to be smooth and sophisticated. You don’t have to be impressive. All you need to do is start a conversation, and then be your natural, likable self.

But no matter how you start the conversation, remember that you said what you said for the sole purpose of starting a conversation. So don’t take it too seriously. The important thing is to make the contact. Even if they don’t respond to your opening, at least you did speak, and that is a positive step on your part. You have practiced a line, and gotten feedback as to how it works in that particular situation. Next time you’ll do even better.

Remember the general principles we talked about earlier. Use affirmations to create new attitudes and new behaviors. Practice conversations in non-threatening situations. Record your successes in the contact log. Use the contact log to help you find areas that need work. Rethink each encounter and visualize how it could have gone better. Then visualize the next one happening just the way you would like. Brainstorm good opening lines and write down ones that might work for you. Write down things to say after the conversation has started. Practice, practice, practice.

Be creative. Don’t limit yourself. If you want to create opening situations above and beyond those that occur in your daily routine, you may want to try a more extravagant opening. Here are some suggestions:

- The Friendly Delivery Person. Once a month, buy some donuts (or coffee or flowers, etc.) and deliver them to a group of your choice with your compliments. Just tell them that you thought they might appreciate some refreshment. They will thank you, and as easy as that, the conversation is started.
- The Business Card. Have some business cards printed that say something like “You have been rated by a member of the International Panel for the Appreciation of Attractive People. You have received a ‘10’.” Or perhaps a more subtle approach, such as a card that says simply “Thank you for brightening my day.”
- Variations on the business card. “Congratulations! You have won a free soft drink of your choice. Contact the person who gave you this card for details.” Be cute, not extravagant. The recipient would be more likely to accept a soft drink than a dinner invitation offered in this way.

- The survey. “Hi, I’m doing a survey on the dating habits of the women at this school.” If you use an approach like this, you should prepare a questionnaire and actually fill out a survey form while you talk. After you’re comfortable you can then ask for a date or whatever.
- The honest approach. If you simply can’t think of anything else, you could try something like this: “Excuse me, I’ve been sitting here for 10 minutes trying to think of a clever way to start a conversation with you but I couldn’t.” Or you could simply walk up confidently, extend your hand and say, “Hi, I’m Terry, what’s your name?”

The possibilities are endless. Try anything, even if it seems dumb. Get that conversation started. If you say something dumb, it’s easy to say “Gosh, that was dumb, wasn’t it.” If they say “yes,” well, guess what—you’ve got a conversation going. Some great romances have started with conversations about how stupid opening lines were. But without the opening, the happy couple would never have met.

The more practice you have, the better you will get at it. Since you are going to talk to as many members of the opposite sex as possible, it won’t take long before you feel quite comfortable starting a conversation. And usually, once the conversation is started, it will flow naturally and will continue easily. Here are some hints to help make sure.

- Smile. Be light and pleasant. Remember that this is fun.
- People generally like to talk about themselves. Ask questions to get started. Nothing too personal—don’t ask if that’s their natural hair color, how old they are, where they live, or how much they weigh. Try to ask things that pertain to the particular situation, or about something that has already been discussed.
- When they tell you something about themselves, remember it. (Maybe write it in the contact log.) Then next time you see him or her, ask about it. If he says he is taking a test on Friday, call him up on Saturday and ask how he did. If she says she likes Bruce Springsteen, invite her to his next concert. Remembering what you are told shows that you are sincere, that you think of him or her as a person; you’re interested in more than just their looks.
- Give compliments when appropriate. If he’s dressed nicely today, tell him. If she smells nice, tell her. If she got the best grade on a test, or received a performance award, tell her “congratulations”. But say it only if you really feel it—if you’re throwing out fake flattery, they’ll know it. Keep it appropriate to the level of relationship you have established. Don’t get too personal until you know them well.
- Treat them as you would treat a good friend, and hopefully they will become one.
- Don’t brag about yourself. It is okay to talk about yourself, of course, but keep it humble. Be proud of who you are and what you have accomplished, but don’t shove it down anyone’s throat.
- Don’t talk too loudly. This is especially dangerous if you have been drinking. If there are so many people talking that you have to yell to get in your two cents worth, just stay quiet... your chance will come. Loud talkers get the reputation of being “obnoxious”. Don’t mumble either; just speak loud enough to be heard and no more.
- Look them in the eye. Not as a challenge, but as a way of showing you are listening. But don’t overdo it. Pay attention to see whether they are comfortable with a lot of eye contact.

- Remember that it's OK to make mistakes. You can handle whatever happens and come out fine.
- If it is appropriate, initiate casual physical contact. When you compliment someone, it may be OK to pat them on the back. If you are close together because of the circumstances, it may be all right to lay your hand on their forearm for a moment. Casual touching promotes closeness, and is usually appreciated. Be careful, though—some people don't like it. Use your judgment.
- Don't lie. It's OK to exaggerate if you are exaggerating for humorous effect and you both know it, but never ask anyone to believe something that isn't true. They will eventually find out, and they won't like it. And they won't like you.
- If you know of a particular conversation opportunity that is coming up, say you always see the same person at the coffee machine and today you're going to talk to them—make a few notes about things you might possibly say. List a few possible openings, and a few possible subjects that may come up in the conversation. Then, if you get stuck you can move the conversation into one of those areas. Don't depend on notes, and certainly don't take them with you, but a little thought about the conversation before you get into it sometimes helps things go smoother.
- Remember, you don't have to be impressive. Just be yourself.
- Finish the conversation before either of you runs out of things to say. And if you do run out of things to say, end it by saying simply, "Well, I've gotta be going. See you later." or something like that. Leaving before they want you to helps guarantee that they will want to talk to you again. Keep initial contacts short and let them grow naturally as you get to know each other better.
- If you want to, make arrangements to see this person again. Ask to meet for coffee, or to go jogging, or to go out to dinner. Remember, you don't worry about rejection. You can't get the results you want if you don't try, right?

Go out and have fun. Flirting can lead to all sorts of interesting things—so go for it!

# Lesson 3—Dating & Relationships

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## Dating

We learned much of what we believe about dating at an early age, based on what we saw on television, what our parents told us, and what our friends had to say on the subject. Some of what we believe is not necessarily valid. By developing new attitudes using affirmations, we can change our beliefs if we want.

For example, traditionally, most women have been taught that it is a man's responsibility to ask for a date. There is nothing inherently right or wrong about this belief, it is simply what has been taught. If that belief were changed, it would open a whole new dimension to the concept of dating.

You must make your own choices about what you will believe. Don't let tradition, history, or your parents' attitudes put restrictions on your own beliefs and behaviors. Decide what your own values are, and develop attitudes and behaviors based on the internal principles that govern your life.

But recognize that other people have their values, too. Respect their values as you would have them respect yours. Then once those boundaries are established and respected, let your creativity go. Have fun.

If you practice everything you have learned so far, probably everything in this chapter will come naturally. But we're going to go over it anyway.

## Asking For a Date

Some people would rather swallow hand grenades or be wrapped in barbed wire than to ask someone for a date. In reality, it's not that bad. Asking for a date is actually quite painless—it's the time you spend worrying whether or not they will go out with you that hurts. If you sit around worrying, but not asking, there is no way you will get a date. But if you ask, the chances are probably better than you think. Even if you are turned down, you are no worse off than before you asked; in fact you are better off, because now you know.

Let's assume you have met a new friend and decided that you're attracted and you'd like to go out with that friend. Here are some guidelines that may help you have a successful date:

- Before you ask for the date, think a bit about how well you know each other, and what that person is like. If you don't know them very well, you probably don't want to spend \$100 going to a fancy restaurant—heck, they may prefer McDonalds anyway. Someone who plays lead violin in the New York Philharmonic may not be too excited about a kazoo and jug band concert. A fashion designer may not be interested in a Lumberjack contest. (Maybe they would—who knows? But your luck will be better if you go with the probabilities.) Try to come up with an activity that will be fun and will suit the relationship—and your budget.
- Remember that you don't have to impress anyone. You want the date to be fun for yourself as well as for the person you're with, and you won't have fun if you can't be yourself. Your date wants to get to know the real you, anyway.

- In most cases it is best to be specific when asking for a date. Say, “Let’s go to the football game Sunday.”, not “Would you go out with me sometime?”. People are much more likely to accept something that sounds safe and fun than to say yes when for all they know you might be going to a manure shoveling competition. If you try to be nice and let your prospective date decide where to go, they may come to the conclusion that you are an indecisive wimp and they’d rather stay home and read a book. (After one or two dates it’s OK to let them decide, but for the first one you decide, or at least have two or three options ready.) Sometimes it might be appropriate to go ahead and buy the tickets—“I’ve got tickets to the Super Bowl... would you like to go with me?”
- Don’t beg. Be cool and confident when you ask—don’t be a puppy dog. If you are turned down, don’t ask why not. Just say “OK, but that’s too bad,” and keep your options open for trying again at a later date.
- Ask for the date far enough in advance. If you want to go grab a donut, it’s OK to ask right before it’s time to go. If you want a date for the prom, you should ask a month or so in advance so your friend won’t make other plans.
- If your offer is accepted, explain how formal the event is going to be. For a dinner date (or lecture, or banquet, or dance, etc.), you could be wearing anything from blue jeans to a tuxedo. Your friend will want to know.

You might also consider a clever way of asking for a date, such as presenting a gift certificate for a free hamburger and fries. And for those rare times when you do get turned down, remember the 3 Chances Rule (see page 16).

## Planning a Date

OK, so you’ve decided to ask for a date. Where do you go? Well, for your first date, you should make an offer that is not threatening. Go somewhere in public, where your date won’t feel guilty about the money you’re spending, and where you can get to know each other better. Some suggestions:

- Dinner at a restaurant. The old standard—you can talk, get a good meal, and if the two of you aren’t having much fun you can take your date home before too long.
- Movies. Another old standard—but remember that the only real time you’ll have to talk is in the car. You might want to suggest stopping to get a glass of lemonade or something on the way home so that you’ll have a chance to chat a bit.
- Sporting events, concerts, plays, the zoo, museums, lectures, etc.
- Drinks. If you feel this person might be uncomfortable alone with you, you might even suggest that you each bring some friends, and you can meet for Happy Hour.
- Dinner at home. If you have known each other for a while and feel that you’d both be comfortable at your place, this works great. You’ll be relaxed because you’ll be in your own territory, and you can choose the music.

- Parties. This works best if you both know some people at the party. While you're there, don't expect to spend the whole evening with each other—it is the nature of parties that you mingle and float from conversation to conversation and meet other new people.
- Bowling, swimming, playing video games, etc. These activities can be a lot of fun—you get a chance to do something instead of just sit.
- Watching TV. Especially if there is a mini-series that you both want to watch. But be aware that this is a potentially threatening situation because of the temptation of sexual contact. However, if your relationship is ready for sexual contact, this is a great date.
- Unique events. We all get tired of the same old things all the time. Instead of a common dinner date, why not ask your friend to go to a spelling bee or a trivia bowl? Maybe sign up for a class together. Or how about surfing, a corn husking contest, a trip to a nearby historical site or nature preserve, or maybe a speech on the Freudian Symbolism in the Wizard of Oz? Be creative; you'll both be glad you were.

## Being Asked For a Date

What if you are the one who is asked to go out? Your job is easy. Basically, all you have to do is decide whether you want to go. Make that decision based on whether it sounds like fun, not whether the person is a candidate for a long-term romance. Remember, it's OK to have friends and to do things with friends of the opposite sex. Of course, if you have no plans for romance, it is your responsibility to establish that up front, but that doesn't mean you can't go out with them and have a good time.

If you do go out, behave appropriately. Try to get to know your date as a person. Show them the respect they deserve as individuals. Have fun.

But if you don't want to go out with that person, tell them so. Do it immediately and honestly. Lying to spare someone's feelings does not achieve good results. Tell them that you appreciate the offer, but that you are not interested. Be tactful, but make sure they get the message.

## The Date Itself

Once you've decided what you are going to do, asked for the date and been accepted, all that remains is the date itself. Here are some hints about that:

- Be prepared. Make sure you have enough money, enough gas in the car, and air in the spare tire. Clean the wadded up fast food sacks out of the back of your car. Make sure the place you are going is open, and that you have reservations if necessary.
- Show up on time, but not early. If you aren't sure how much time it takes to get to your date's place, leave early and park someplace nearby and listen to the radio until it is time to arrive.
- Remember, you don't have to impress anyone, but...
- Behave appropriately. Be polite. Treat your date with respect.

- Be prepared to pay for everything, unless you have agreed otherwise. Generally, the person who asks for the date pays. It is becoming more common for people to split the cost of a date, and if your date offers to pay a portion of the cost, you might want to consider accepting the offer. Or you may want to suggest that they pay for the next date.
- Don't drink and drive. People generally do not like to be killed on a date, or to have their escort arrested. Don't do it.
- Make your date feel good. Flirt. Use compliments as appropriate. Don't ignore your date, or get distracted by other people. You asked to spend time with this person because they were special. Treat them that way.
- It's OK to make mistakes. If the conversation gets stalled, don't worry about it. On a date it is better to be silent for a few moments than to force conversation that doesn't flow. Don't worry about it.
- Be nice to your date's parents (or roommate, or whatever). If you are invited in to meet the people your date lives with, be glad you were... and have fun getting to know those people, too.
- Plan for after the date. If things go well, and you both are not ready to go home, it's a good idea to go ahead and do something else. Invite your friend in to your place for some orange juice. Go get some chocolate pie, or a pizza. But have *something* in mind so you won't have to sit around and debate what to do next.
- If you enjoyed it, say so. Ask for another date if you feel like it. But don't get pushy.
- Consider a goodnight kiss. Use your judgment on this one, but usually it's OK. Even if you have never kissed someone in a romantic way before, go for it. It is really a simple activity that is hard to mess up, but even so... well heck, it's OK to make mistakes. Your date will let you know if it's not something they want to do. No one has ever ruined a relationship by trying for a goodnight kiss. But don't force it. Just try to read their mood first. Then go for it.

I remember my first goodnight kiss. I didn't know what to do—it ended up as sort of a tentative peck on her lips. I said “That wasn't too good.” She replied, “Well, practice makes perfect.” Well, we practiced for quite a while, and by golly, we got pretty darn good. Believe me, I was real glad I had given it a try.

A successful date will be interesting, fun, and maybe even romantic. And when the urges for romance occur, the question of sex will usually come up. Don't push it. And don't worry about it. If you worry about sex, you will forget about the other things that are important and then nothing will go right. Of course, you can do a few things to help set the mood; like making that date romantic with candlelight and soft music, and touching each other in a friendly way to get comfortable with physical contact.

But, this program is not intended to be a guide for sexual matters. There are lots of publications with advice on the subject. You can consult any of those for the details. Just remember that this person is your friend; show the respect that your friend deserves and be willing to take your share of responsibility for birth control and disease prevention.

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## **Relationships**

There comes a time when a couple decides they want to continue to spend time with each other—that they want something more than just a casual date now and then. This results in a “relationship”; then possibly going steady, engagement, and maybe even marriage. Once you have mastered the techniques described in this textbook, you will find that entering a steady relationship is not difficult, even if you may not want that kind of relationship.

Here are some things to think about when it comes time to consider a relationship:

- Throw away your list. You know, everybody has a list of qualities that the “perfect” mate should have. Blonde hair, blue eyes, great body, etc. Well, forget about it. The perfect mate for you is the one you get along with best. Physical appearance is temporary, but personality is enduring. Choose a companion based on how much you enjoy their company, not based on what you think you ought to like.
- Don’t let your friends or family make your decisions for you. You know yourself better than anyone else does—you know what you like and what you need. Listen to their advice, but do what you want to do. Hopefully, you have looked long and hard at your own values and have spent some time deciding what principles, lifestyles, and goals are important to you. If you have, then you can look at how your potential relationships work within that value structure. It’s what’s important to you that counts.
- Before making commitments (especially marriage), date long enough to be sure you know what you are doing. Don’t let yourself get caught up in the excitement of hormonal passion. Make sure you know each other well enough to predict how well you will get along throughout the entire term of your commitment. Then, once you have decided, take the commitment seriously.
- Don’t allow desperation to rule. Loneliness can be a powerful influence on behavior. But it is usually disaster to get married just because someone is available and you were lonely. Think about what you are doing, and don’t let anything or anyone rush you into doing something that is not right.
- Communicate. If there is a problem, put it on the table. Talk about it. Don’t suffer in silence if there is something about that person or the relationship that bothers you. If you bring it up, it can be dealt with and resolved. If you hope for it to go away, it will get worse. Arguing about an issue is better than suppressing anger to avoid an argument. Get a professional counselor to help, if necessary, but by all means, talk about anything that is, or could become, a problem.

And when the relationship is over:

- If the other person breaks up with you, just get on with life: find some other people to go out and have a good time with. Do not hang around your ex’s door hoping to be taken back. That sort of behavior will just be irritating, but if you show that you are adult enough to go on with life, then your ex may reconsider.



- If you decide to break up, just do it and make it clear that that's the way it is. If you try to ease out of it, or beat around the bush in order not to hurt that person's feelings, they will simply suffer doubt and pain, while the outcome of the relationship will not change. That is needless cruelty. Simply say that even though he/she is a special and likable person, this relationship is just not going to work out; the situation is simply not right.

# **Conclusion**

What more can I say? You have everything you need for success with the opposite sex. Sure, you will make a few mistakes, and yes, there will be disappointments. So pull out your affirmation cards and read them. Read this text and do the exercises again. Use the contact log. Remember that nothing can be gained if you don't go after what you want. You have nothing to lose. Each day, more and more people will be discovering your good qualities. And you will be having fun letting them find out what a special person you are.

I know these steps work. I went through the same thought processes you are going through right now. Will it be worth it? Will this really work? Won't I feel dumb doing this?

Yes, I had those thoughts, but I followed the steps. I can tell you that it will work, and yes, it is worth it. It is definitely worth it.

But at this point all I can do is hope that you'll take the action, and I hope that I have helped you start on the road to making positive changes in your life. But the ball is in your court. You have to do it. You have to put it into action.

**Your action will determine what your life will be like.**

Use your contact log. Repeat the messages on your cards. Reread this text. And practice, practice, practice. The things you have discovered here will work, and you are going to experience the best times of your life.

Good luck and have fun.

**GO FOR IT!!!!**

# ***Class Materials and Appendices***

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## ***Sample Affirmations***

1. I am so attractive that even strangers want to start conversations with me.
2. I easily talk to anyone I have a desire to meet. I am clever and witty and relaxed.
3. I have immense courage. I overcome any fears.
4. I am a happy person. I look forward to getting up in the morning. I look forward to going out to meet people.
5. My positive energy is contagious. People enjoy meeting me. Everyone feels good when I'm around.
6. I always keep in mind the benefits from getting to know new friends.
7. I treat people with the same respect that I want for myself.
8. I'm a funny person. I keep my sense of humor fine-tuned.
9. I'm fit and attractive. I keep my body in great shape.
10. I am comfortable in all social situations. I enjoy myself whether I am talking with someone or simply hanging out.
11. I enjoy being around people. I appreciate the people that I interact with.
12. I'm like a track star - I easily hurdle the obstacles of life.
13. I'm like a world-famous diver - I plunge head-first into the waters of interaction.
14. I'm like The Terminator. I know what I want and I go after it. I will not stop.
15. I enjoy sharing myself with others. I am proud of my good qualities.
16. I am attractive because of my sparkling personality, my personal charisma, and my charm and confidence.
17. I am healthy. I take care of myself, so that I'll always have the energy to have fun interacting with people.
18. I'm relaxed and balanced. I am at peace with the world.
19. I truly care about my friends, and this makes me a good listener.
20. I am popular because of my honesty and my pleasant way of dealing with people.
21. I am happy with myself, regardless of what other people think. I'm glad that I'm who I am.

22. I take time to know myself. When there is something I don't like, I change it.
23. I am determined to achieve the changes I want in my life. I plow right through obstacles.
24. I enjoy difficulties and setbacks, because it feels so good to overcome them.
25. I have no fear of rejection. I can handle anything.
26. I easily take risks, because I know that I benefit, even if the response is negative.
27. I am creative. I find new ways of doing things. I keep life interesting.
28. I am confident, attractive, and outgoing. I have as good a shot as anyone else.
29. I'm a fun date. I think of neat places to go and fun things to do. My date and I always enjoy ourselves.
30. I am tuned in. I find things to do and talk about, and things to keep a relationship moving.
31. I have radar. I easily tune in to what's important to a person, and am therefore a great conversationalist.
32. I do things now. I find ways to overcome fears and obstacles and by golly, just do it.
33. I make it easy for people to be comfortable with me.
34. I use my time effectively. I know I only have one chance in life, so I take advantage of every opportunity.
35. I've discovered a wall that has pleasure behind it – I know there's a door; so I just have to find it.

## Values and Priorities Inventory

What are my interests in these areas? How important are these things to me? How much do I care if they are also important to a significant person of the opposite sex? Is agreement necessary for a good relationship, or can we have differing opinions?

**How important is:**

**Very Important** **Not Important**

Career?				
Money?				
Physical fitness?				
Spiritual or religious pursuits or beliefs?				
Political views?				
Environment?				
Location?				
Relationship with parents, siblings, & other family?				
Children and parenting philosophy?				
Stability vs. change?				
Time with people vs. time alone?				
Interests or hobbies?				
Personal growth?				
Honesty?				
Expression of creativity?				
Charities and special causes (volunteerism)?				
Affection?				
Sex?				
Morality?				
Entertainment?				
Reading?				
Sports?				
Education/mental growth?				
Sleep, rest, and your natural rhythms?				
Philosophy?				
Background?				
Goals?				
Emotional needs?				
Substances (food, alcohol, tobacco, drugs)?				
Free time & leisure pursuits & activities				
Social and cultural activities?				

**What else?**

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## **Personal Style Inventory**

Consider this list. Pay attention to how others react to you. Pay attention to how you act. Pay attention to styles within your peer group, or the groups to which you'd like to belong. Where do you see need for changes? How can you improve? What resources can you use to make improvements (e.g., advice from friends, classes, magazines, consultants, counseling, additional affirmations, etc.)?

Notice that the word "appropriate" is used frequently. Situations vary and people are all different. What works well in one case may not be right for another. Be observant, and make choices based on who you are and what the situation is. Be yourself, but be flexible.

**Grooming:** Is my hair in an appropriate style and length? Am I generally neat and clean? Do I smell OK (no body odor, no overpowering scents)? Have clean teeth and breath? Are my hands and nails clean? Are my clothes neat, clean, and of the appropriate style and formality? Do they fit?

**Vocal style:** Can my voice be heard or are people always asking me to speak up? Am I easily understood or do people ask me to repeat myself? Am I clear? Is my voice steady and confident, or does it fluctuate or warble? Do I stutter? Do I say "uh", "you know", or "like . . ." too often? Do I whine?

**Conversation:** Do I listen? Do I ask appropriate questions? Do I care about and respect the other person? Do I share information about myself and my interests without bragging? Do I overuse any words, phrases or clichés? Am I conversant in current events and various topics? Is my language, grammar, choice of topics, terminology, etc., appropriate for the situation?

**Pleasantness:** Am I cheerful and pleasant to be around or do I gripe about everything? Do I show respect for others or do I degrade others or gossip? Do I compliment appropriately? Do I control my temper or express emotions appropriately? Do I show my sense of humor?

**Body Language:** Do I show myself to be open to conversation, or do I stand with arms folded, etc.? What do I look at (do I make eye contact, or do I stare at their chest or belt)? Do I use appropriate positioning, or do people move closer or farther away from me to be comfortable? Do I use touch appropriately?

**Confidence:** Am I willing to start conversations? Do I introduce myself, saying my name clearly? Do I offer a firm handshake? Do I stand up for myself and defend others who are not present? Do I stand tall and erect and show pride in myself and my appearance? Can I laugh at my own mistakes? Do I take the actions that need to be taken?

**Physical:** Am I fit and healthy? Do I take care of myself? Do I have any habits that might be inappropriate (annoying) for the situation (playing with clothing, drumming fingers, smoking, twirling hair, sniffing, lip smacking, etc.)?

There are some things you can't change. Don't worry about them. For those things you can change and want to change, start the process immediately.

Remember that if you are happy with a particular aspect of yourself, it doesn't matter at all what anyone else thinks. You must make choices based on what is right for you.

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## **Dating Ideas**

*Why* do you want to date this person? What do you want to do? How much money do you want to spend? Answer these questions, then look at the alternatives:

### **Food (breakfast, brunch, lunch, snacks, dinner)**

coffee, picnics, restaurants, cookouts, cook-ins, popcorn in the park, food court at the mall, lunch at work, break for soda, happy hour, call out for pizza, as an event (Casa Bonita, Chuck E. Cheese), make a meal and deliver it, donuts, ice cream, baking a cake together, etc.

### **Entertainment**

movies, plays, concerts, comedy clubs, lectures, video, television, games (Pictionary, Trivial Pursuit, card games), etc.

### **Events**

sporting events, festivals, book signings, special exhibits, holiday festivities, organizational functions, parties, etc.

### **Activities**

dancing, bowling, swimming, golf, miniature golf, tennis, mud-wrestling, racquetball, video games, hikes, walks in the park, building snowmen, hunting, camping, fishing, skiing, roller-skating, ice-skating, running, biking, flying model airplanes, driving go-carts, washing cars, volunteering, amusement parks, hot tubbing, gambling, bar hopping, giving a mime exhibition, going out with a group, taking photos, visiting mutual friends, sharing a commute, doing work or personal projects, laundry, etc.

### **Cruising**

shopping (maybe even for things you can't afford or won't buy), visiting mountain towns, touring companies/museums, sightseeing, tourist attractions, exploring, going to the zoo, reminiscing, etc.

### **Romance**

quiet conversation, holding hands, talking about the future, massage/caressing, sex, etc.

### **Hints:**

Always have 1 or 2 standard dates in mind, like favorite restaurants, parks, hangouts, events, etc.

Consider what they might want to do. Listen to what they have to say.

Remember that any of these can be combined. Dates do not have to be in the evening. Look through the newspaper. Talk to people. Keep your eyes open for opportunities for fun. Let your imagination go; walk through a graveyard, climb the stairs of a tall building, drive go-carts, watch some construction work, etc.

Consider the level of threat. How comfortable is your friend going to be with your suggestion?

Phrase it positively. "Let's go to \_\_\_\_\_." Show your confidence. "It would be fun to \_\_\_\_\_. Let's do it together."

Plan how you will respond to all possible answers. Handle responses positively.

Do it! And enjoy.

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## **Pop Quiz #1**

1. If you want to change results, what do you do first?
2. What are the three rules for a good affirmation statement?
3. How long and how often should affirmations be repeated.
4. What is a good way to accept a compliment?
5. Why is the contact log important?
6. Why is it important to practice your conversation skills?
7. Why is important to understand what your good qualities are?
8. Why is rejection nothing to fear?
9. What's big and red and eats rocks?



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## **Pop Quiz #2**

1. What do you consider in planning where to spend your "meeting people" time?
2. What are the 3 questions to ask about goals?
3. What are the A-B-C rules for preparing for a conversation?
4. What are the D-E-F rules for having a conversation?
5. How can you get a conversation going well?
6. How could you end a conversation?
7. Are you using your contact log?
8. Have you made a tape recording of your affirmations?
9. What are the identification numbers on the Starship *Enterprise*?

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## **Pop Quiz #3**

1. Why is it important to know why you want to go out on a date?
2. How do you avoid "playing games"?
3. What factors do you consider when planning a date?
4. What is the most positive way to phrase a date proposal?
5. What do you do if your date proposal is rejected?
6. How do you reject a date proposal if you're not interested?
7. What sorts of specifics should be discussed before the date?
8. How do you act on a date?
9. How do you end the date?
10. What was super-stooge Curly's real name?

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## ***Bibliography and Other Resources***

### **Books**

How to Start a Conversation and Make Friends by Don Gabor

How to be Outrageously Successful with the Opposite Sex by Paul Hartunian

Living in the Light and Creative Visualization by Shakti Gawain

Feel the Fear and Do it Anyway by Susan Jeffers, Ph.D.

The Seven Habits of Highly Effective People by Stephen R. Covey

Success Through a Positive Attitude and Think and Grow Rich by Napoleon Hill

Unlimited Power and Awaken the Giant Within by Anthony Robbins

How to be a Winner by Zig Ziglar

How to Marry the Man of Your Choice by Margaret Kent

If I'm so Wonderful, Why am I Still Single? by Susan Page

You Just Don't Understand by Deborah Tannen, Ph.D.

Relationships are My Teachers by Bruce Fisher

I Can if I Want To by Arnold Lazarus, Ph.D. & Allen Fay, M.D.

How to Find a Lasting Relationship by Richard Gosse

Making Contact - a Guide to Overcoming Shyness by Arthur C. Wassmer

Overcoming Shyness-Practical Scripts for Everyday Encounters by Barbara Powell

Conquering Shyness: the Battle Anyone Can Win by Jonathan M. Cheek

How to Find the Love of Your Life by Ben Dominitz

### **Web Sites**

Date Planner – <http://home.netscape.com/decisionguides/>

Performance Press (with Q & A page by Terry Heggy): [www.performancepress.com](http://www.performancepress.com)

### **Other Classes**

See the CFU catalog, visit [www.freeu.com](http://www.freeu.com), or call 303-399-0093.

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## Contact Log

Date of contact:
Contact's name:
<input type="checkbox"/> We just met <input type="checkbox"/> We've met before <input type="checkbox"/> We met in person <input type="checkbox"/> Phone call, etc.
Information to remember:
What went well:
What I would like to improve:
Milestones (phone number, date, etc.)

Date of contact:
Contact's name:
<input type="checkbox"/> We just met <input type="checkbox"/> We've met before <input type="checkbox"/> We met in person <input type="checkbox"/> Phone call, etc.
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