



Practice Strategies for Discount Revenge

Just as you did last time, watch what's going on in a meeting. When you spot a discount (intentional or not), start to look for the revenge...Wait for it... You may have to suss it out by reading some subtle behavior. But trust me, it is there. It usually happens within 20 minutes, although some people can wait longer.

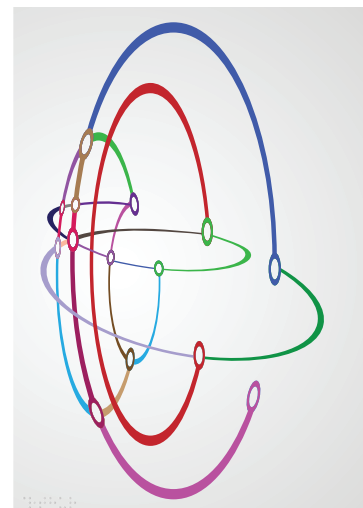
And, if you notice one person repeatedly discounting another, see if you can count how many times. Were there likewise revenge responses? Or, did the discounts come so close together that there wasn't time for responses? Over time, what do you see happening in that relationship?

Here's the rub: Once you start seeing this stuff, you catch on to it all the time!

Looking Ahead

More information on this issue of unintentional demeaning is coming. As we progress each month, you'll find out how we demean others without even knowing we did so — and you'll find out how they react when this happens. More importantly, you'll learn a lot about how to prevent most of this, and why it's not possible to prevent all demeaning exchanges.

Stay tuned...



Remember if you want to talk with us about How To Who, just send me an email at support@HowToWho.com and tell me what you want to discuss. I'll send you the access information so you can join us. We talk on the 4th Wednesday of each month at 3:00 PM Eastern Time.