



# DoFL MONTHLY

## February 2009 Hints & Tips No 1 Trusting People

By Lisa Pearson

**How do we know whether we can trust someone to do what we are expecting of them or what they promised to do?**

The secret is in their values. But values are not always obvious at first. So here are some useful ways of thinking about it:

1) Do they have the **skills & knowledge** required to do the job/task? If not, they may have a go, but it's not going to be worth much! A way of checking this out, is to think about what you would love them to achieve, & in general conversation ask them for how they tackled a similar situation in their past.

2) Do their **values** support it? From what you know of how they spend their time, energy & money, does it look as though they are aligned to this task?

3) Has anything **changed** recently? They might have been reliable once, but keep an eye open for the following changes:

- A big shift in the 7 areas of life (divorce/marriage/death/birth/job change/house move/illness/age).
- Reoccurrence of some old baggage/cycle from their past
- A shift in the power within your relationship with them - between the 'under-dog' & 'over-dog'. Who needs who the most?
- Have they/you been over giving/taking?
- Has the amount of time/resources that they have available changed?
- Do they appear different in their physical/emotional/mental health?

4) What level of **consciousness** are they at about the task? Because the higher up they are the more reliable they will be - Have/Ought/Need/Want/Desire/Choose/Love To?

5) Finally, use **quality questioning** to double check your assumptions, e.g:

- Don't ask leading questions (with yes/no answer), ask probing/trick ones where the answer isn't obvious
- Ask what they were planning on doing, before telling them what you expect, otherwise they will just agree with you.
- Use sentences like 'Do you think that ....' rather than 'You should ...' to encourage them to open up to you.
- Double check your assumptions at the end by summarising what you think was agreed.

### Schedule Information

#### \*\*New\*\* Weekly Teleconf's

Every Wed morning 8.30-9.30am.  
Do you have loads of questions about:

- The Demartini Method?
- Challenges in your life?
- How the different areas of life work according to the Universal Laws?

Numbers limited, book through my prices/pay page (£20)

### Increase the Amount of Mentoring Money & Value in your Life

With the Financial Breakthrough workshop on **Feb 7th**.

- Practical steps to attracting more £
- See your Potential
- Know that you Deserve it
- Be Inspired to Achieve Success

Others have said: "*<the workshop was>...both inspiring & motivating & has left me with a deeper understanding & a comfortable confidence in relation to taking control of my own finances & attracting more wealth*"

### Give your Relationship a Kick Start

With the half-day Empowering Couples Workshop on **Feb 13th**.

- Learn what caring really means
- Understand why we are meant to be different
- Improve communication & Intimacy
- Fix financial quibbles

### Availability

I will be unavailable for 1to1's for 2-3 weeks whilst I focus on Business Dev.

### Mentoring

For Trained facilitators in the process of certifying

- Q&A Teleconf Mon 2nd Feb 9.30-10.30 - £20
- Mentoring & DM Day Mon 23rd Feb - £50

### To Unsubscribe

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### Thank you!

Feedback always encouraged!



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