

Chapter Seven

Making Friends

If you would have your children and your wife and your friends to live forever, you are silly; for you would have the things which are not in your power to be in your power, and the things which belong to others to be yours.

—EPICETETUS

You have certainly observed that there are people who have dozens of friends, and others who have only a few. What is the reason, do you think? Could it be chance? Or is it likely to be something within us, our character, our behavior, our attitude? Is there something like a winning attitude?

When I say ‘winning’ I do not mean to make money, at least not primarily, but to make friends, to win people over to you, so to speak. In that sense, do you think there are winning people? When you read the biographies or autobiographies of people who

have built large networks, such as for example Jack Welsh, the former CEO of General Electrics, you see that there is well something like radiance. While Jack Welsh is not an easy character but a man with firm principles in place, he does attract many friends and associates. Why is that so? Is it charisma?

I would say such a talent cannot be easily put in a single word. It is something like a composite of different traits of character. You may want to analyze this further. For this present book it suffices to show you the general attitude and to help you activate your subconscious mind for developing an attitude that attracts others to you.

Right now you may not be very successful in attracting friends, you may even be somebody who repels others and who has a tendency to withdraw from others and stay in your little corner. Many of us experience some or the other form of anxiety in the group setting, or in simply communicating with others, or being around others. These fears most often are hidden to us as they have their origin in early childhood experiences that we don't remember. But even though these fears are not consciously remembered, they are well registered in our unconscious. They are the reason for the widespread

habit to drink alcohol when being at a party, when spending time with others, or exchanging with others outside of the strict business setting.

Many of our leisure activities are habitually tainted by the intake of alcohol. While this is not per se negative, there are limits set by respect, tact and attitude. There is quite definitely a finite point of no-return for everyone when the intake of alcohol brings about negative behaviors.

It may be after one bottle of wine or two bottles of wine, for one, or just two beers for another. It is individually very different, but the pattern is the same. Why is that so? The

reason is quite obvious.

The more you sink into the alcoholic trance, the more of your subconscious behavior patterns, those we all try to hide, will surface. To give an

example. It once occurred

to me at a party that I experienced a deep sympathy for the photographer. She was an attractive young woman full of life and humor. I began to drink with her and we had lots of subjects to talk about, but I

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observed that she did not want us to sit down and develop a more intimate conversation. Instead, she insisted that we continued standing around with other people and chat in that setting.

I respected that but there was a moment when in a joking manner I was slightly touching her cheek with my index finger. It was really an unobtrusive kind of touch that nobody around even realized. But she to burst out aloud:

—Stop touching me. You are really not a gentleman!

I was apologizing and felt bad about myself. I knew that without the three glasses of white wine I would not have done this gesture. What was even more embarrassing as a result was that for all the parties with that organization, she was invited as a photographer, so I would see her time and again if I went to the next meeting. Needless to add that I avoided going there again, and thus lost a good opportunity to bond with others.

Now, to make a long story short, how did I cope with this problem? I gave myself a prayer. Here it is:

The infinite intelligence within me now heals any antagonism I may have stirred in myself and in others

when communicating in the drunk state. I forgive myself to have been disrespectful toward others in this mental condition. I know that my natural state of mind is sobriety and a respectful attitude. From my innermost being, I wish to have peaceful, harmonious and constructive relationships. I now send all the people I know a message of peace and harmony, requesting forgiveness. My subconscious mind is now free and healed from any condition that may have caused this behavior. I know that my inner mind guides me in clarity of mind, inner harmony and sobriety. My relationships now improve every day and I give thanks for the joy of the answered prayer.

Right after writing down the prayer, I went into a relaxed state and repeated it so often that I got to know it by heart. Then I had a little nap and felt very peaceful inside.

Suddenly, all the nagging antagonism with three different people was gone and there was a positive sensation when I was thinking about them. I did not feel any desire for eating or drinking.

I felt happy in this sober state of mind, and peaceful inside. This was exceptional. It showed me that the prayer had its effect, and that is why I mention it here, for I always get the question 'What is it that tells me that the prayer was received by my subconscious mind?'

It is exactly this inner peace and a certain cut with the past that you feel through a certain 'distance' toward the memories that even just shortly before the prayer were still active in your conscious mind. Suddenly you will feel that you have taken a mental and emotional distance, a beneficial retreat from the memories that were in the way of making peace.

This is actually an astonishing process.

Once you have gone through that, you will never abandon positive prayer, for you will not want to miss out on the many benefits that it brings. Your subconscious mind is the source of infinite riches!

To summarize, let us ask what are winning relationships? I shortly mentioned the definition that Jack Welsh gave to the expression 'Winning,' title of one of his books. Now let us have a closer look.

I think almost everybody agrees that winning means succeeding. But I think the expression has a twofold sense when it is used as an adjective, like 'Winning Business Relations.' You can't simply replace it by 'Succeeding Business Relations' for that sounds academic or old-fashioned, doesn't it? The term 'winning' means:

—That the relationship is one that succeeds;

—That in the relationship both are winning.

So there is an interesting double sense. It says that both business people who relate to each other, are winning, that there is a mutually profitable bond between them. It further says that their collaboration brings about synergy and that there is an outcome that is more than the sum of the parts. If you wish to have winning business relations, tell your subconscious mind in form of a prayer that you value people who are in business and that you would like to attract to you as many as you can. Note that there are no limits known to your subconscious mind, except you decree it so.

Of course, there are specialized publications that teach how to make friends and win people over to you. One of the first on the market, and one of the best for that matter, is Dale Carnegie's *How to Win Friends and Influence People* (1936/1998). However, I must confess that for me personally, the prayer method worked better than any book advice.

Q & A Session

Q. How does the name of 'Jack Welsh' resonate with you, and of what does it remind you?

A. Please give yourself the answer.

Q. How would you define a winning attitude? Do you think there is a reason why some people have dozens of friends, and some have only a few?

A. We are living in a *universe of resonance*. We are sending out vibrations, and we are receiving vibrations from others. This is an ongoing process. We do not need to talk for doing so, as our thought and emotions are also vibrational in nature, and even our attitude, and our intentions. Thus we can actually not interfere in this process of sending out vibrations, for even if we are unaware of doing so, we do it as a matter of the fact that we are *vibrational organisms living in a vibrational universe*. Now, a winning attitude is the one a person has who sends out positive vibrations to others, which are vibrations of acceptance and self-acceptance, of adequacy, of refrain from judgment and of intentional synergy. This could be called the mindset of a leader, but even if a person is not an acknowledged leader and lives a rather solitary life, that person can well have a winning attitude.

Q. How can alcohol, even in the party setting, impact negatively on relationships, especially new relationships?

A. Alcohol reduces sensitivity and lowers our moral restraint; it may have a negative effect on you in the

sense that you may slip into the wrong tone, a too casual conversation where you should have a more formal approach, or into non-desired confidentiality. It also may lead you to judge emotionally in the sense to focus only on certain people at the party and neglect presenting yourself to others. Last not least, an alcohol-induced attitude has a more severely negative effect on new relationships because trust is still fragile in those, while with friends, when you are on a common foot, you may more easily slip into the informal mode without negatively affecting the relationship.

Q. What does a closer look at ‘Winning’—title of one of Jack Welsh’s bestselling books—reveal?

A. It reveals that the acceptance of a person doesn’t require him (or her) to please people; much to the contrary is it quite astonishing that a man who is famed for being ‘a tough boss’ and who can act out ruthlessly if the company requires it, is respected so much and even highly popular. It means that what people really want, around the world, is a straight and trustworthy attitude, and consistency first of all. It is an approach in which you come over as ‘solid’ and ‘unshaken,’ and even stoic to a certain extent, and that you are competent in your field of expertise.
