

# TRIGGER SEPTEMBER 2021

1.9.2021

**(Step 0) Situation:** I had a call-back on our phone number. I called this person back - he started (although we don't know each other yet, and we're here in Germany where "Sie" is polite) to immediately call me by first name & proceeded to (apparently) read a script.

[I infer that he reads a script by the delivery, and that there were nearly no breaks for me to speak up - I was spoken "at"]

The gist of it was that they wanted to sell marketing services to me.

One sentence in particular was: "You probably get lots of calls like these, ..." (I forgot the remainder of the sentence.

After listening to a bit of this to determine what this is about, I interrupted him and said: "stop, I already have an employee, who's doing marketing for me - and I'm not interested in having external services." I also told him that I believe that "marketing is an important differentiation factor, and is the CEO's (mine) responsibility. "

He asked me: "May I ask one more question?"

I said: "Yes"

He said: "How satisfied are you with marketing on a scale from 1 to 10 in your company?"

I said: "3"

He said: "What would it require to make it an 8?"

I said: "This is a good question. I will think about it after I hang up this call."

He tried to continue with the conversation, and I said: "I have other calls I need to be getting on to, I would like to hang up now."

He then said goodbye, I felt (interpreted) that he was rather frustrated about it.

## **(Step 1) Feelings:**

- **Annoyed**, (Cheated - out of an honest conversation / honest interest in me & what I do!), (Disgusted), Impatient, (Offended), **Pressured**, **Disrespected**, **Resentment**, Wary

NB: not trapped - I felt in control of the situation & not any thoughts of "I need to be a nice guy here, and have to listen to this, even though I don't feel like it, ..."

## **(Step 2) Loc(ation):**

- **Pressure at the Temples**, belly right upper quadrant dull pressure, shoulders sunk in, pain in the upper back, heart beating a bit faster,

### (Step 3) Meaning:

This guy doesn't care about me at all - all he wants to do is make a sale. He's not even tried to listen to me, or ask me about my problems & what I need. He's extremely pushy. He doesn't respect my time, or that I have a different opinion, and don't need his services. He's a bad salesman, **who doesn't really care**, he's only pushing his agenda. *[Adding as example]* He probably also respects customers after he has engaged with them & made the sale - he will probably never call back or care. All he wants is his money, and he was frustrated because I "robbed him of a fair deal".

*[being repetitive is absolutely OK - let it all out, these thoughts are private. If you want to throw in a cuss word or two to let off steam - that's fabulous, go for it]*

*[again - only put negative things here into meaning - the offsetting is for positive things only! will help you focus]*

### (Step 4) "Can I 100 % know?" (emotional offsetting)

*[copy sentence for sentence and go through each sentence individually questioning it. The goal is not to do "all sentences" but to offset your emotionally activated state, once you feel calmer (or indeed have done all sentences) move on to the next step]*

Can I 100 % know that This guy doesn't care about me at all - all he wants to do is make a sale.?

- maybe he has had a bad day, was distracted or left by his girlfriend - I can't know that he "100 % and always doesn't care"
- I don't know how his customer service would have been later on, or WHAT his product was actually - as I interrupted him
- I only went by his delivery (e.g. by the cover of the book). Who knows, maybe it was his first day, maybe a colleague is sitting next to him trying to instruct him - maybe he's nervous, and wants to run his script to give him safety
  - (NB: SDB - self defeating behavior - trying to "script-romance" customers. "Honey this is how much I care about you, I got you a gift card off of Amazon (instead of doing something which really means something unique to both of you)")
    - *[NB the previous sentence was more upsetting & stirring the wound up again - "The other person does not take my needs into account / does not care about me" - good insights will come even from such sentences, as this insight about "X does not care about me" being a wound - but try to focus really on offsetting, not on "making a fair case" (= don't look for negatives!!)]*
    - *[Pro Tip II: If you find yourself coming up with more negatives, don't put them in here, but put them into the meaning part above - thanks to Word you can just scroll up and down. Let's do a sentence as an example -> see above]*
- This guy doesn't know him - why should he care about me more than I care about him? **He was in a way honest**, and never actually implied that he cares about me.
  - he wanted to give me a sales pitch
    - it is unfair of me to expect him to do what I think is right - this is mind reading / enmeshment.

- It is my job to speak up and tell him what I need - that is also what I did (I have come a long way already) - I told him that I'm not interested, and increased my forcefulness.
      - NB: he didn't unlock "the magic key" to me (I do have counterdependent traits, so I'm a special challenge)
      - possibly this strategy usually works very well - but it's similar to some girls "not being floored by compliments" - [*leaving that in there, not editing it out, as this is a honest comm. flow from my mind, writing what comes to mind*]
- why should I want him to be different? Does my self-worth & perception of myself really depend on someone being clumsy in delivering a sales pitch?
- Everyone starts out somewhere - e.g. I've also started out and gotten some no's from customers. The important thing is to keep going & adjust the sales strategy. To learn from mistakes. E.g. in this case the guy did not really have a good connection with me & didn't really listen to me / inquire about me. Which would have been the right approach
  - so he might have just started out, "pumped himself up" - possibly even read books that tell him "to not take no for an answer" - e.g. like three feet from gold (Napoleon Hill)
    - and of course, my refusal to engage with him is going to be seen as an "attack"
      - his frustration is in a way not about me, or should not be about me - but actually about him & not being able to do the right thing - e.g. identify that I'm not interested & leave me alone - or change his approach.
        - ... he should not blame me for not playing along - this is about him barking up at the wrong tree.
        - while admittedly it is VERY difficult to cold-call me and sell me something I don't need - this is what this is about, what is triggered in me - that I'm "forced into something I don't need".
          - I will, of course!, seek out what I need - and if he approaches me with something I need, then I would of course take him up on his offer!
            - e.g. I took up Bosch on their offer to sell product through our shop immediately - and it is a very nice cooperation.
            - this is because I actually see how this will benefit me - with this guy I didn't
              - he essentially failed to make the sale, because he did not convince me in the first couple of seconds where he was doing his pitch, that he's worth listening to.
  - ... e.g. this sentence about "you probably get a lot of calls like this, we're different" was a waste of time - he should have gone to some proofs / some concrete ideas / suggestions / thrown me a freebie
    - NB: I can also actually benefit and learn from these things, and improve my own SALES calls.
    - also it primed me further against him (taken in combination with that it seemed like he was reading a script)
      - again, this might have been due to him being nervous
      - in a way it is actually commendable & he's courageous to keep going after the first "no".
        - but eventually, he should get the message that I am just not interested.

- NB: I was very clear about this - I said "I am not interested". So I was not giving him mixed signals ... ! (sometimes different with women)
- NB: I hate dislike cold calls anyways, so it biases him in a negative light (e.g. I see them as a waste of time) - so this is additionally unfair towards him, in the sense that I did not give him a fair chance.
  - I am complaining that he did not listen to me / ask questions - but I was doing the same to him essentially! I was cutting him off, because he did not fit into my world & my needs currently.
    - NB: I was not a huge dick about it - I was rather friendly still, but forceful.

*[At this point I feel that the previous point has exhausted itself. Note how the thoughts I put under it don't have to be direct proof - just mindful explorations. Also note, that writing it all out - dumping it - will help with realising that stored energy, as these thoughts are safe here with Word, and don't need to be kept spinning in your head. Very important for obsessives!]*

*[Going to the next point]*

Can I 100 % know that He's not even tried to listen to me, or ask me about my problems & what I need. He's extremely pushy.?

*[Note that I'm always using the same intro I learned from Thais, which builds up habits & automatisms - which is what we want - your first reflex when you feel painful emotions should be this tool - take time every day, it's an amazing investment which will give wonderful results & lots of "golden nuggets"]*

*[Note II: I sometimes copy a couple of sentences at once - no hard rule about doing just one at a time. Try to keep them separated by topic, possibly]*

- I didn't try to listen to him either - I identified this as a mismatch immediately
  - I can't 100 % know that this is a mismatch actually!
    - same as I might have been a fantastic partner for some of the girls I was interested in who refused to date me - but I guess we all will never know. My delivery was off, or possibly they were into different body types, or different hair colors, etc.
      - NB: I have a preference for brunettes - blondes have much less chances with me - so in this case, even, there was a mismatch due to my personal preference for not asking others to do marketing
        - ... as essentially I already have my own ideas & plans in place, and don't feel that an agency could do a good job on this ...
          - somehow also that this association that someone who calls me doesn't really deserve the job (someone who chases after me)
            - NB: this is the same exact pattern I'm seeing with girls!
              - girls which are interested in me are "worth less" than girls I chase myself. ...  
*[worth less just emotionally to me - less enticing possibly. Again leaving this here as honest thought stream, sorry if anyone was offended ... ]*
- One has to respect him for trying though. And eventually, he will find some customer who is open to this - but he has to collect many nos on the way.
  - possibly some people will not be as friendly as I was *[building up some compassion for the guy here]*

- I can't know that he's not a family father who is desperate, and needs to make this sale. Or a guy who is just trying to start a company, to realize his dream
  - it was rather late in the day - possibly he got blown off by many other people already. ...
- He did not try to push beyond this "may I ask you a question" and trying ( I believe once again) to get me to commit. He did say goodbye reluctantly at the end, accepting my no
  - when I called him back on the mobile number which he had also tried to reach me from, he just said that we had just spoken, and did not insist on trying to push me further
    - *[it's important to keep the facts in mind]*

Can I 100 % know that He doesn't respect my time, or that I have a different opinion, and don't need his services. He's a bad salesman, **who doesn't really care**, he's only pushing his agenda.?

- In a way he also gave me an opportunity to learn about myself - **remind me that there's no point in barking up the wrong tree**
  - (e.g. chasing girls who are emotionally unavailable, even though they are really beautiful and lovely, and worthy of love - I'm trying to give them something which they don't need / don't "think they need" but chasing them will just put additional pressure on them, which will make things much more challenging / difficult)
- also he gave me a great opportunity to do this video demo, which I've been planning for a while (but couldn't do as it was always related to people who are closer to me) - today was a perfect opportunity
  - and I'm **grateful** to him for that.
  - I'm also grateful for myself for handling this in a rather perfect manner - I was friendly but forceful, even saying that I would like to hang up now. (when he "still didn't get the message that it's time to stop selling to me, as I don't wish to be sold to")
  - NB: I did not sympathize with him too much, even though I was in a similar situation with a girl
    - NB: interesting that I wrote **was** (past tense)
    - In a way I feel that he's the cause of his own pain & frustration - as he is trying to do something which is not necessary and counterproductive - selling to someone who does not WANT his services.
      - NB: again an interesting distinction: this is about me not WANTING his services (or his company's) as opposed to not NEEDING. I might very well NEED them to get ahead, and it might have been BETTER for me to get his services and listen to his pitch, but because I am an individual with my own opinion, and my own responsibility for my own choices, my choice was **RIGHT FOR ME.**

*[At this point I feel sufficiently offset / emotionally calm - neutral towards this guy, not triggered anymore. I had a couple of great insights and perspective shifts along the way - as always when I do this! e.g. this also helps me with a romantic / rejection situation I am (possibly?) going through right now]*

**(Step 5a) "What do I need from this person?"**

- to leave me alone, or find out what I really need first before trying to pitch me
- to not make assumptions about me

**(Step 5b) "How can I give that to myself?"**

- I can keep this in mind when interacting with girls, who I assume "need love, because they are closed off / walled off [with me that is :-)]" - I'm making the same mistake as this sales guy was doing with me.

- e.g. he didn't inquire about what I faced as challenges with my marketing,
- **and he did not ask for permission to pitch** (he did ask for permission for the question though)
- I can learn from this:
  - I have indeed much better boundaries these days! And they work automatically, and still in a friendly fashion!
  - not to try to pitch girls & customers something they don't need - it has to be something which works for both sides!
  - not try to push / make the sale by sheer pressure / force of words
    - "I need to say more"
    - **no - I need to listen more. And tune in to the other person**
      - **also I have to GIVE THE OTHER PERSON THE RIGHT TO WALK AWAY / REFUSE because I GENUINELY want the best for them!**
        - **and because only they can know what is the best for them**
- So ... if someone is not engaging the way they "should" [... ! still in my head] / I'd want them to, there's a reason for that. The reason is that the person does not see anything for them in it, is not receptive, or whatever
- **I can stop barking up at the wrong tree. Persistence is just another tool, and it needs to be applied with discrimination, instead of chasing after girls who are not interested for years !!**
- I can continue to declare my actual interest and needs to the other person, and continue to honestly listen to theirs.
  - e.g. I could even say: "Listen, I hear that you seem to be desperate to make a sale. I understand you, all of us need to live. If you try with someone else, you won't be wasting your time, and have a higher likelihood of making a sale there - as I am just not interested."

### Respecting girls & their choices

(I believe there was a bit of shadow work in there today!)

NB: this is similar to the guy who said "I'm the perfect candidate for you". I will decide that myself, thank you very much :-)