

CONNECTION

RADICALLY IMPROVE YOUR RELATIONSHIPS



ANGELINA FROST

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Introduction

Whether you're up for a promotion and want to impress your next boss, are in the delicious beginnings of a new romance, want to bring more sparkle into your existing romance, or simply want to bring more harmony and a deeper sense of connectedness to any relationship, applying what you're about to find here, will get you there.

It is easy to overlook, under- or misuse this quality of mind. This is why I've written this guide – to save you further unnecessary headaches, and heartache.

Did you know that your attention—this quality of mind that we all possess—is the stuff that lets people know that you care for them? Attention is also the stuff that determines how you experience everything in your life.

If you experiment in earnest with the suggestions outlined in this handbook, you will become more capable of maintaining an even keel when stressful circumstances arise. If things are currently messy in some area of your life, using the following assists will help you to discover that you already have everything you need to turn things around, right away.

Mastering your attention is by no means the only thing you can do to make your relationships more awesome. It is the most important, first thing that works well for myself and for the people I work with. But first...



Hi – I'm Angelina Frost. Thank you for taking 15 minutes to read this. Your time is more precious than gold.

I feel confident that your investment of these minutes will benefit you and those you love, for years and years to come. I am so glad you are here.

Because you are choosing to take advantage of what I'm sharing with you here, you've become a part of a growing number of people around the world who realize you that you matter, that everyone matters, that happiness matters, and that happiness is out of reach without caring about the happiness and wellbeing of others—as *well* as that of your own.

When you are happy, you love your life. When you love your life, it inspires those connected with you to have happiness for themselves. More potently than this, it *permits* those connected with you to have happiness for themselves. Your movement toward more happiness increases the quality of all our lives, not yours alone.

Please pause here for a moment to consider this.

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Why Listen To Me?

Over the past two decades, I've helped hundreds of people to change their lives in beautiful ways – whether they wanted to improve their experience of their professional or personal relationships, their emotional wellbeing, their health, or all of the above.

Until more recently, I've worked with people face-to-face, either one-on-one or in small groups. Because this work is so timely and powerful at catalyzing positive, sustainable change, I realize how important it is to make these simple yet powerful assists available to more people.

I assert that the more people who know what I'm about to share with you, the more happy, healthy people there will be in our world. The more happy, healthy people there are in our world, the happier place our world will be, for us all.

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Your Relationships

By applying these simple adjustments to how you use your attention, your relationship with anyone or anything will improve immediately. The best part is, using your attention differently is so simple. You will hardly believe that it had not occurred to you to use it more intentionally, sooner.

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To begin your journey, let's get clear about where you are currently, so you can know what 'better' means for you.

This exercise will help you recognize when you've moved from 'here' to 'where you are going'.



So that you can observe the impact that attention has when applied with loving purpose, the following exercise will help you to determine the current condition of your relationships. The information you gather is for you.

Record your answers for both steps. You'll want to come back to these notes in a week, once you've gotten a chance to fully experiment with what you are learning here.

In recording your observations, be honest with yourself. No one is here to judge you. The clearer you are

with yourself, now, the easier it will be to see the impact of using your attention, intentionally.

One week from today, when you come back to answer these questions again, compare today's answers with the ones you have next week.

Step 1.

Rate the quality of connection in your most important relationships right now - on a scale of 0 to 10.

0 = no connection

10 = spectacular connection

At home with

- your spouse or partner
- your parents
- your children

• At work with

- your boss
- your teammates
- your reports, if you're in a position of leadership

In your community with

- your closest friendship(s)
- your neighbors
- your acquaintances
- your communities (church, school, charities, etc.)

Now, ask these questions:

- Do your friendships last for years and years, or dwindle after a few years or months?
- Are they chill or drama-filled?
- Do you find that you feel better by abstaining from close relationships?

If you're thinking to yourself, "Well, things aren't really that bad," ask yourself this: "Could things be better?"

Stay with me. Sometimes we don't like how we feel when we think about this stuff. The bad news is, not thinking about this stuff is exactly what keeps things from being more like you want them to be. Take heart. What you find in this handbook will help you take one big step toward making things better, fast.

Step 2.

Go through the above questions again, this time, answering them with the following question in mind:

If you could wave a magic wand and change the levels of connection to what you want them to be, how would your answers differ?

After recording your second set of readings, put your answers aside for one week and then, mark your calendar.

To get the most out of this activity, behave as if you are an investigator, laying all assumptions aside. You might consider approaching the rest of this week as if you were conducting an experiment; allowing your heart and mind to remain open, as you do so.

A Tale of Two Moms

Some years ago, my partner and I were standing in the checkout line at the grocery store. It was mid-afternoon – so the place was crawling with moms and kids.

As we got closer to the checkout line, Garth and I decided to split up to see which line would move faster, so he got in line behind a mom with two little ones: a kindergartener and a toddler. I got in the line right next to his, behind a mom with a preschooler.

Because the lines were moving slowly, I got to witness the simple power of well-applied attention in action.

I couldn't help but notice that the mom in Garth's line was looking at a magazine with her younger child while her eldest was emptying the 'kid-sized' cart onto the conveyor belt. It was a sweet thing to see.



Meanwhile, the little one in line in front of me was picking things out of the impulse bins while her mom was unloading the cart, talking on the phone and impatiently yanking things out of her daughter's hand, saying things like, "Sadie, put that back!" "No. We are not getting that!" "Why won't you behave?!"



I could see what happened next coming from a mile away. It was almost as if on cue: the little girl in the line in front of me launched into a major meltdown.

Does any of this sound familiar? What do you suppose made the difference between the experiences the moms were having? What about the difference between the experiences the kids were having?

Take a moment to consider these questions:

Why did the little girl melt down?

Did she get what she wanted?

If you answered 'no' to the last question, what do you think she did want?

In the meltdown scenario, what was lacking?

What would have made a difference for the mom and for the little girl in line ahead of me?

Please pause for a moment, ask this question again:

"What would have made a difference for the mom and for the little girl that were having a problem in line ahead of me?" Don't read on until you've got your idea.

To continue

Discipline? A firm hand? Bargaining? Scolding? If you said any of these, one could say maybe, but the results would be disappointing, especially over the long-term.

If you said attention, you are absolutely right.

ATTENTION

This story is a good illustration of the difference between well-directed attention – as with the mom in Garth's check out line, and poor or lacking attention – as with the mom in line in front of me. This story also illustrates how much time and upset can be spared with a bit of well-placed attention.

If you don't believe it could be this simple, check this out.

What is the one thing all of us have an infinite supply of, and yet is the one thing nearly all of us crave?

Attention.

Attention is the first currency of exchange that any of us ever uses *and* it is the most valuable gift you can give to another human being.

Hands down



So if we've all got an infinite supply of this superpower known as attention, why is it so scarce? Why do you suppose so many of us spend so much time trying to win it from our bosses, our parents, our partners, our social circles, and even our kids?

Because very few people know how to share attention in the ways that you are discovering now.

Be Honest with Yourself

As you contemplate what we are seeing here, think about how much time you spend putting yourself together every day. Now think about how much time it takes you to make sure things stay looking good — at work, with your appearance, your home, your car, your clothing, even the crowd you run with.

That's a lot of time. What is all of it for? To win the favorable attention of those around you, and influence the way you are seen, so that you will have and keep that favorable attention. Obviously, this is not the only driver. I am pointing this out so that you can acknowledge the weight that this driver does have in the mix of things. It is significant.

There is one drawback to this method of having the favorable attention of those around you: everyone else is using the same method, all day, every day, for exactly the same reasons as you—as any of us.

What's more is those people in your world are so busy paying attention to whether or not you (and everyone else in their world) is paying attention to them, that they don't have any quality attention for you—or anyone else in their world.

That's right. They're not thinking about you. And you're not thinking about them, either. At all. ...unless they slept with your ex; are wearing the same dress that you found on sale last night at The Rack; got *your* promotion or are driving the car you want.

Now, ask yourself:

Is that the kind of attention you want to be giving, really? How does it feel to have that flavor of attention for others? Is this a way that you like to feel?

Now flip it:

Is that the kind of attention you want to be getting?

If you could have the kind of attention you want, what kind of attention would it be? What would it be for? How would it make you feel?

As you think about the above questions, allow yourself to sense how your answers make you feel. If your answers stir things up or cause you to feel anxious or uncomfortable, I've got some excellent news for you. This handbook is a solution for more problems than you can count.

Your mastery of your attention is going to set you apart from the crowd, almost overnight, gain you more favorable attention than you've probably ever gotten (in a healthy, mutually beneficial way), and has the potential to change your life for the better, forever.

How? Like this: by surrendering 100% of your undivided attention to whomever is in front of you—whether

a family member, a client or the grocery clerk. This act enables you to be one who brings the experience of connectedness into every scenario of which you are a part.

Sound too simple? Try it.

This one simple habit will cause people to see you – and you them – in ways that would not have been possible, otherwise. I promise.



What's more, if any one of your relationships happens to be going sideways, a good dose of your attention is sure to get things back on track with almost no effort, in very little time, almost every time.

Unfortunately, there are times when it might take more than this, and with time, we will get to that.

By the way, you know the saying, "It's not what you know, it's who you know?" I would take it a step further and say, "It's not what you know but who you know, and *how* they know you." In the wrap up, we'll come back to this.

Let's go back to the moms:

- What was different between what the two moms were doing?
- What was different between how the two moms were *being*?
- What was working for the mom with the two little kids?
- What wasn't working for the mom with the little girl?

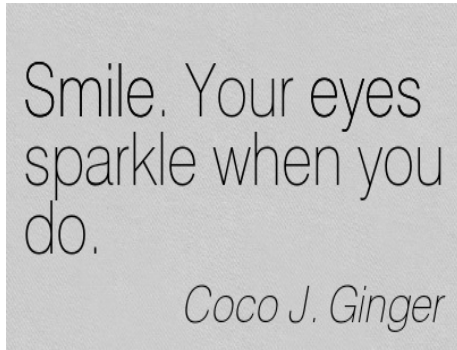
Making Attention Work for YOU

Following is a set of assists that you can start using today, that will render immediate results and will help immensely as you begin to purposefully use this essential human endowment known as attention.

Practicing these minor adjustments in how you use your attention will strengthen your ability to own your attention. This profoundly impact the way others experience you, in a mutually beneficial way.

1. Smile.

Get in the habit of looking people in the eye, in the elevator, at the register, at home, everywhere... and SMILE. Even if you don't feel like it or are in a bad mood. I know it's edgy, but you're the one looking for a way to make things better. Furthermore, don't just look them in the eye; look them in the eye with the intention of seeing them.



Science shows that simply smiling when you're blue releases hormones that improve how you feel about yourself and the world, almost instantly. Try it.

NOTE:

Don't look for your impact on them or whether or not they think you're cool... look for *them*. Be bold and don't look away until you catch a glimpse. It might feel a bit confronting at first, but stay with it. You will grow accustomed to the smiles that come back to you, right away. Think of that: growing accustomed to smiles...

2. Get Curious

We will explore curiosity more in depth later, but for the purposes of strengthening and learning to master your attention, focus on cultivating your desire to know who people are. Put aside your idea of who you think they are, and grow your curiosity about who they actually are.

To win the attention of others in a mutually beneficial way, it takes your willingness to exit your comfort zone so you can have a more awesome experience of your life. Think of it like this, your comfort zone has become too small - like an outgrown shoe. There was a time when it fit perfectly. Now, it's time for new shoes. It's time to level up.

By using the above two suggestions to play around with your attention superpower for just one day, you will quickly notice a positive difference in how people respond to you.

Proven Assists

This approach makes it easier to make new friends, mend injured connections, level the playing field at work, engage with new customers or clients, and on and on. To strengthen your attention muscle and make giving this gift easier for you, the following exercises – which can be done any/everywhere – give you practical ways to establish mutual rapport.

- Notice what people are wearing. Notice their hair; their eye color. Intend to *see* them. Offer a compliment if you admire something you see. (Be sincere. It's best to avoid offering insincere

compliments.)

- Notice their posture and their body language. Imagine for a moment how someone might think and feel about her/himself if they lived in that posture, day in and day out. Not to judge, but simply to observe.*
- Imitate their posture slightly – mirror it casually, subtly, not obviously. Notice the position of their arms, the tilt of their head, how they are holding their mouth... Notice these details and reflect back to them what you're seeing, hearing, and feeling, without the use of words.
- Mirror the tone of their speaking voice, without being snarky – especially if it's a tense moment. This sends the subtle message that you're really hearing what they are saying and feeling, *with* them.
- Mirror their facial gestures – also subtly.
- Refuse to speak until they are finished speaking. When you do speak, see if you can find ways to make your contribution to the conversation come from curiosity. This goes for men as well as women. (NOTE: Men, women love a man who asks questions and listens. Your well-placed attention will make it easier to hear what your lady is saying and for her to feel your love for her. She will LOVE you for it.)
- Take note of the words a person uses. When responding, see if you can use the words they used when sharing with you about their experience. If they use the word 'angry' and you respond to them with the word 'mad' instead, for example, you would be putting yourself out of rapport with them.

*Suspending judgment is a super-important part of these exercises.

Using these assists may seem awkward at first, but try them. If you want for things to be different, you have to do different things. There was a time in your early life when the very act of eating was awkward, but that didn't stop you from doing it again and again until it became effortless and required very little of your attention.

It's like that with these exercises, as well. After a time of using them regularly, not only will all of your relationships feel a lot better for you and for others, but these practices will, themselves, become second nature.



Wrap Up

Remember to experiment

If you approach this like a new game that you're playing, practicing the above assists and making them habits becomes enjoyable and gives you tangible ways to find rapport with virtually anyone. These anchors provide you with practicable ways to stay on purpose with your attention.

We do these things naturally, but often unconsciously.

You really see this in how people behave with babies. If you have the chance to be in the company of a baby, notice what you do when communicating with the baby to let them know you're "reading" them loud and clear.

Practicing using attention by consciously cultivating rapport in the above ways, strengthens your attention muscle and leaves the person on the receiving end feeling like they matter to you.

This does wonders for any relationship. Think about how nice it is to feel that you matter to someone else, not because they tell you, but because they show you. Putting yourself into 'physical rapport' with another human being by using the practices you've learned here – even if they are upset or disappointed with you – will help put them at ease and let some of the tension out of the situation.

The practice of mirroring also helps you keep your attention on them, rather than on yourself or your reactions. This will help especially where there is conflict. Keeping your attention on the person in front of you - intentionally - will not only help to diffuse tension, but it will immediately begin to either strengthen or mend the connection.

About Curiosity

Asking meaningful questions is one potent way to demonstrate your desire to know the people around you and free yourself from who you think they are. This is key. The superpower of curiosity is essential to the health of all your relationships, especially the relationship you are having with yourself.

Your well-placed attention combined with thoughtful curiosity creates the inevitability for both parties to have the experience of connection. Your well-placed attention is the pipeline – the switch on the circuit that brings the light of connectedness to you and whomever is lucky enough to receive this precious gift.

Remember: everyone has infinite attention, yet so many are starving for it. Be one who gives it and creates win-win scenarios wherever you go. By being one who brings the gift of connection you contribute to diminishing that lurking sense of isolation that causes so much unnecessary suffering.

Warning:

Use your attention for sharing love. If you find yourself tempted to use it in a manipulative way, it backfire on you. If you don't mean it, don't use it. If you need it in a situation with a boss you're still getting to know, or a distant elder family member you've never met, find a way to really mean it – in your heart. Finding genuine interest in knowing the other person makes it easier to mean it.

Next Steps - Consider The Following Questions:

- Are you stuck in the same position at work for too long, with no advancement in sight?
- Are you chronically attracted to the 'wrong' people in romance or friendships?
- Are you chronically single or are you a serial monogamist?
- Is there a grudge or a longstanding distance between you and a loved one that won't seem to mend?

If you answered 'yes' to any of the above questions, ask yourself: how long will you wait before you choose to make what you want of your life?

Remember, no one can do this for you, and it is not going to happen on accident.

Take It To The Next Level

How do you leverage your attention to increase your credibility, influence and sense of delight?

Now that you possess the First Golden Key to improving all of your relationships, what will you do the next time you find yourself in a pickle with your boss or partner, and discover your attention isn't enough to shift the balance?

Your next step is to activate the remainder of your Essential Human Endowments. All of us possess these endowments, but very few of us use them intentionally. Why is this? Because, generally speaking, most of us never learn how.

Most people are born with these qualities of mind: Attention, Curiosity, Appreciation and Intention. Although it is because of these qualities of mind that we are able to experience our daily lives, most people never learn to apply these qualities with consciousness.

Sadly, as time passes, many lose their ability to use their minds effectively, so these inborn capacities go even further underutilized. For some people, these endowments even atrophy as they age.

Don't Let This Happen to You

Because the effective application of your attention can often mean keeping your marriage happy, having peace with a sibling or challenging coworker, or getting that promotion, please do not dismiss the above suggestions due to their simplicity. Their simplicity is key to their efficacy.

The even better news is that there are various ways to make an even bigger difference in your relationships than with the application of your well-placed attention, alone.

Please allow me to share some more constructive ways to use your endowments in more constructive ways than the ways we learned.

Because after all, it's not enough to simply know that you have these Essential Endowments. It is also

helpful to know how to use them in synchrony with one another and apply them in more purposeful ways to get real traction in the areas of your life where you want to make a bigger positive change.

Who You Know and How They See You

If you are ready to have more influence on how others see you, now is your opportunity to show up in a different way—in a way that shows others that they truly matter to you, first – before they show you that you matter to them.

Someone has to change the tide. It might as well be you.

The fact that you have read to this point says that you are serious about making lasting beneficial changes in your life; that somewhere inside, you know it is up to you.

If this is the case, you are the kind of person who makes a world of difference in the world around you, already. You're the kind of person who knows a better world isn't just going to happen on its own.

You're ready to kick it into high gear.

To learn more about your Fundamental Human Endowments and move your life - and our world forward, stay tuned for my other field guides to improving relationships, creating more traction, clearer communication and better outcomes in any area of life: [Direction, FulFilled, Freedom, and It Starts With You.](#)

Thank you for reading.

If you apply what you've discovered here, you will see happy changes.

To your wild and precious life,

Angelina Frost
Founder, White Buffalo Alliance, LLC

Purpose | Leadership | Meaning

Course Design and Facilitation:
The Basics of Being | Mindcraft | Relationshiping | Be Your Own Guru |
The Culture Code | KarmaShop | What's Your Peace? | The Angelina
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