

Please Sorry Thanks

The three words that change everything

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According to linguists, *abracadabra* is the most universally used word that doesn't need translation.

If you want to change your life, you have to change your words.

Our words don't create the world objectively,
our words create the world subjectively.

If you want to change your relationships, you have to change your words.

Today in politics, low levels of civility coupled with high levels of cynicism have created the perfect storm.

Few words resonate with more power than *please, sorry and thanks*. They sing in a three part harmony.

The human voice produces sound waves that travel through space at 1125 feet per second. Women average frequency of speech is 170-220 hertz while men average is 100-150 hertz.

‘About 15 % of one’s success is due to technical knowledge, the rest is understanding people” Dale Carnegie

We each have a unique relationship with words. We hear them differently based on our experiences.

Please adds urgency and respect to a request. It's asking instead of demanding, but is only effective if it is authentic. If you use the word to manipulate, it will have the opposite effect.

Givers and takers have diametrically opposite metrics of success.

In the world of politics, there are two primary ways to rally the troops.

The first is to focus on a common enemy and demonize those who don't agree with you the second is a way to celebrate our common humanity.

These two lead to very different situations

Jealousy is one of the seven deadly sins.

Jealousy is the first trophy that mediocrity gives to excellence.

Legacy is not what you accomplish. It's what others accomplish because of you.

Children smile approximately 400 times a day,
while adults smile only 20 times a day.
Somewhere between childhood and
adulthood, we lose 380 smiles per day.

Please has to be precise
Please has to be timely
Please has to be personal

Your *please* is only as powerful as it is personal. You have to infuse it with your personality.

According to a recent survey, 64 pc of Americans believe that social media is having a negative impact on our country.

Like moths drawn to a flame , we are drawn to negative news. 90 % of all news stories are negative.

Don't say anything about anybody that you cannot say to their face.

Social media is anti-social. We are more polarized and more politicized. Politeness is an endangered species.

If you are dealing with a fool, it's a no win situation. You are damned if you do, damned if you don't.

Please is a posture of humility. It doesn't take anything for granted. Not a whiff of entitlement, it places a high value on others.

The average child asks 125 questions a day, the average adult asks six.

The average person spend 95 % of the time thinking about themselves, could we at least double the 5 % to 10 % , so that we are less self absorbed.

Marriage is a masterclass in the art of apologizing. You better get good at it since you will be doing so the rest of your marriage.

Selfish people don't say sorry because they have never been able to put themselves in other people's shoes.

An apology is effective only if you genuinely mean it. You have to check your motives.

Forgiveness is miraculous.

First degree forgiveness is detached forgiveness, there is a reduction in negative feelings towards the offender

Second degree forgiveness is limited forgiveness, the relationship is partially restored.

Third degree forgiveness is full forgiveness and the relationship is fully restored.

In Denmark there is a human library where you talk to people as opposed to books. You can have a conversation with someone who is deaf, abused, blind etc.

This is real life learning.

This human library has a motto “ Unjudge someone”

Smart questions make smarter people

There are three key ingredients to question asking:

1. Ask open ended questions

2. Ask echo questions that get people to say more than one time, more than one way.

3. Ask curveball questions

No one wins the blame game

The same is true for shame game and the fame game.

When you compare yourself with others it either creates pride or jealousy. You wont win either way.

The hardest person to forgive is yourself.

Unforgiveness is like an elastic band around your ankles. You try to make progress, but bitterness is holding you back.

There are lots of ways to thanks

Thanks

Thanks a lot

Thanks a million

I cant thank you enough.

Our family has four core values – gratitude, generosity, humility and courage. These four values overlap. Gratitude is giving credit where it is due.

The average person inhales and exhales every four seconds.

We inhale half a liter of air.

The surface area of your lungs with all their nooks and crannies is the size of a tennis court. All the airways in your body, from the trachea to your bronchial tubes measure 1500 miles.

No man steps into a river twice, simple
because its not the same river and its not the
same man.

That's true of everything.

According to a study, the average married couple spends 27 minutes in meaningful conversation per week.

Viktor Frankl said that the last of the human freedoms is to choose ones attitude to any given set of circumstances.

Mental health.

Between depression and flourishing is languishing.

Languishing is not mental illness and it is not mental wellness either.

Languishing has many elements but two elements stand out – loneliness and purposelessness

Carl Jung used to say that insurmountable problems cannot be solved, they can only be outgrown.

Gratitude isn't getting what you want, it is appreciating what you have.

A way to think about thanks

1. Don't accumulate possessions, accumulate experiences
2. Raise your standard of giving
3. You cannot outgive god.

Words create worlds

Why not start with please, sorry and thanks?