

HOW TO RESTORE RELATIONSHIPS
Latest Communication Research Findings

HEART-BODY-BRAIN
CONNECTION



COACH MANUAL

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HEART-BODY-BRAIN CONNECTION

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Introduction

How serious are you about your relationships? Where are your relationships with your partner, children, friends, colleagues on your priority list?

In order to have positive and profound relationships it is important to have an understanding of success factors underlying relationship development. If you are not satisfied in your relationships and if you have been searching for a permanent solution, you have likely come across so called quick fixes. A quick fix for a relationship is similar to waving a magic wand expecting this ritual to make things all better. At best, a quick fix is a band aid approach that might make a difference on a very short-term basis. Yet, the underlying issues raise their ugly little heads again and again. Quick fixes are predestined to fail and with each failed approach, disappointment and resignation set in and the relationship inches closer to failure.

In the Heart-Body-Brain Connection, we highlight underlying problems and, provided you are willing to put forth a sincere effort, you will notice marked differences in a relatively short amount of time. Better yet, these far-reaching improvements have the potential to be lifelong. We choose to write a book on relationships, not because there aren't plenty on the market to choose from, but because we are passionate about saving marriages.

However, we are not in this for saving marriages where domestic violence, infidelity and substance abuse are present. If you are faced with domestic violence, we ask that you and your children find a safe place immediately. If the issues are infidelity or substance abuse, we suggest that you seek the advice of a competent therapist to decide what's best for you and your family.

The current divorce rate is unprecedented in history. The very foundation of our society, the family, is brittle. We are here to tell you there is hope.

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If you are as invested in improving your marriage as we are, then surely you will be willing to implement methods outlined in the Heart-Body-Brain Connection. After several months, or much sooner for some, of following our action plan, you will be successful. In chapter two, we will explain in depth why we are able to guarantee results.

Now let's take a look at the importance of relationships in our daily lives. We all know how important fulfilling relationships are to our physical and mental health. Patch Adams is a physician who newly defined the relationship between doctor and patient. Through humor and compassion, he was able to initiate and support the healing process. Dr. Adams was highly successful in his quest for better health for his patients. Yet modern medicine did not adopt the role model of the empathic, nurturing doctor who went so far as to develop friendships with his patients. The story of Patch Adams is so powerful that it was made into a motion picture starring Robin Williams.

Numerous research projects have proven that Dr. Adams' approach contributes to a considerably faster healing process. It is estimated that our health care system could save billions annually if such approaches were widespread. Yet modern medicine rejects profound relationships between doctors and patients. Rather, appointments generally last around five minutes and communication takes place on a superficial level. Medicine is focused on symptoms and illnesses, instead of the person. In a myriad of lab reports and treatment plans, the individual in his/her specific situation is overlooked. The doctor-patient relationship model is crippled and therefore important factors that would contribute to the healing process are not taken into consideration. On a quest for facts and new treatment methods, the central focus is taken off the patient.

Things are entirely different in the corporate world. Organizations have long realized that healthy, stable relationships between

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executives and employees as well as between sales persons and clients contribute largely to a company's long-term success. In the corporate industry, relationship training has been practiced for decades. Dale Carnegie, a pioneer in this area, started a world wide movement with his book "How to Win Friends and Influence People."

In today's business world, the methods for building cooperative partnerships have been perfected. There are numerous examples demonstrating that strong relationships between salespersons and clients are profitable, not only financially, but they also play a critical role in a company's stability. Such stability is a result of customer loyalty, mutual cooperation and a sincere effort to appreciate customers' desires and expectations. This does not constitute a false front, rather true partnerships are built with the mutual goal of strengthening one another long-term.

You may be asking yourself why we are describing such situations. After all, what do relationships in medicine and business have in common with personal relationships at home? Initially, very little. Since we have given a negative example of the evolution of relationship development in medicine and a positive example from the corporate world, we have illustrated that different fields place varying degrees of importance on relationships. Surveys suggest that most people assign a higher priority to relationships with their family members than to their business relationships.

Yet why is it that the corporate world has perfected the technology of forming and maintaining strong relationships, while the average American family is falling apart? The answer to this question is not all that complex. The bottom line in the corporate world is financial success. As mentioned, the corporate world has concluded long ago that financial success depends on relationships that sustain businesses. For this reason, businesses have had the luxury of conducting solid research, backed by multimillion dollar

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grants, on the topic of improving and strengthening corporate relationships.

With the huge number of books on improving personal relationships, why is it that relationships continue to disintegrate? Certainly not because people aren't buying and reading these books. Authors of books on personal relationships don't have millions of research dollars at their disposal to come up with systems that are proven to work.

Unfortunately, the business world hasn't made the leap of understanding that if employees' relationships were strong at home, the corporate benefits would be immeasurable. Someone with a stable, fulfilling home life is able to devote him/herself entirely to getting the job done while at work.

We are privileged to have Dr. Kellner's expertise of having conducted competency studies over a period of twenty years, sponsored by DuPont, 3M, B.A.T, and Toyota. The results of these studies were validated with thousands of managers and employees and have been integrated in a competency development system.

Interestingly, the same concepts and methods implemented in management and sales have proven successful in personal coaching, a newer, hands on, practical approach to therapy. Therefore, we felt encouraged to expand this system to the development of personal relationships. Our current system is not merely a spin-off from the methodologically cut and dry systems implemented in the business world. Rather we have greatly expanded upon business relationship development to custom-tailor relationship development to marriage.

Whether you are happy, unhappy, or somewhere in between, our book has a lot to offer, and we would like to play a role in taking your relationship to the next level.