

Undoing the Ego Tango

Partner
Mindset
Techniques

The ABCs of Getting More of What You Want More Often with Less Hassle

Towards the end of my book, *Undoing the Ego Tango*, is the story, 'Stopped by a Cop'. In this story are examples of several concepts and Partner mindset techniques which I apply, getting an unexpected outcome.

Concept : Create Awareness

Just prior to the encounter with the policeman, as he was walking up to my car, I quickly reminded myself that I had a choice in my attitude and asked myself, Amy, what do you want to have happen in this situation? Creating awareness that I had a choice was the first step to getting a more positive outcome.

Concept : Putting Your Ego to the Side

When the policeman first spoke to me in a loud, fast and aggressive manner, I was tempted to 'go Predator'. By putting my ego to the side, I was able to resist this temptation.

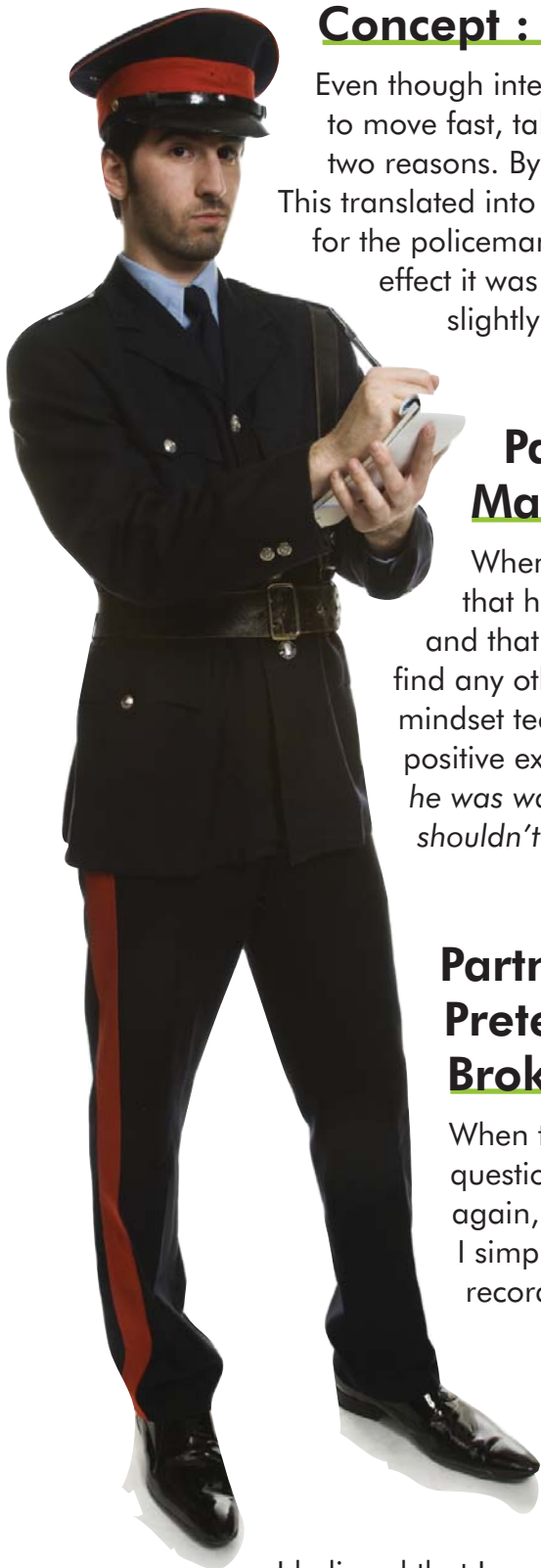
Partner Mindset Technique No. 3 : Pretend Not to Notice

Related to the point above, by not reacting in a typical manner to the policeman's aggressive style, by going neither Predator, nor Prey, I was effectively 'pretending not to notice'. This made it more difficult for the policeman to stay aggressive with me.

Another point when I used this technique was after I handed the policeman my driver's license and he sarcastically said, "why don't you sign this while you are at it?!" (The license had been unsigned for eight or more years at that point.) I simply took it back and signed it without acknowledging his tone.



Did
you get
it right?



Concept : Stay Calm

Even though internally I was feeling very nervous and instinctively wanted to move fast, talk fast, apologize, explain myself, I resisted all of this for two reasons. By moving slowly, I projected the perception of being calm. This translated into showing respect for myself, without diminishing respect for the policeman. The second reason for staying calm was the positive effect it was likely to have on the policeman, causing him to feel slightly calmer.

Partner Mindset Technique No. 1 : Make up Another Story

When the policeman was circling my car, I made up a story that he was looking for other violations to give me more tickets and that when he returned, he was frustrated because he couldn't find any other violations. Although this is an example of the Partner mindset technique of making up another story, it's not a particularly positive example. In retrospect, to be more positive, I might now say, *he was walking around the car, thinking about reasons why he shouldn't bother to give me this ticket.*

Partner Mindset Technique No. 3 & 5 : Pretend Not to Notice & Broken Record Approach

When the policeman returned to my car, asking the same questions in the same aggressive manner, I had to, once again, pretend not to notice his aggressive tone and instead, I simply replied exactly how I replied earlier, using the broken record approach.

Partner Mindset Technique No. 6 : Stay Detached from the Outcome

Because I knew I had broken the law and because I believed that I was definitely going to get a ticket, I was detached from avoiding getting a ticket. Instead, I focused on what I could control, my attitude and behaviors. Is this what changed the game and the outcome...? I guess we will never know for sure.

**What I do know for sure,
since I never know when I'll need it,
I bring my Partner attitude with me
everywhere I go!**

