

Branch Isole

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A man walks into a bar and he says to the bartender, if I show you something amazing, can I get a free drink? The bartender says, I'll have to see. The man says, All right, so he reaches into his bag and pulls out a tiny baby grand piano and sets it on top of the bar. Then he reaches back down and he pulls out a small stool and adorable. He sets the Gerbil on the stool, and the journal begins to play Swanee. After he's done, the man says to the bartender, well, what do you think? The bartender says that's pretty good, but I'll have to see more. man says All right, so he reached down in the bag again, pulls out a bullfrog and sets it next to the piano. The dribble begins to play Old Man River, and the bullfrog begins to sing. A Oh, man river, rattle Man River, hey, don't do nothing. He just keeps rolling along. man says to the bartender, well, what do you think? bartender says, I'll get to that drink. In the meantime, there's another gentleman sitting at the end of the bar who's been watching all of this transpire. He jumps off of his bar stool, runs down and slaps \$300 off the top of the bar, and says to the man, I'll give you a \$300 for that bullfrog right now. man looks at the bullfrog. And he looks at the other gentleman and he says, Thanks, but no thanks. So the guy reaches in his pocket, pulls out \$200 more and slaps out on the bar and says, 500 I'll give you \$500 for that bullfrog. man looks at the bullfrog again looks at the gentleman says you've got to deal. The guy grabs the bowl frog runs out of the bar. Just about that time the bartender had come back up, but some man's drink on the bar and he says, friend, none of my business, but I don't think you made a good a very good deal. Man picks up his drink. He says to the bartender, don't worry, the durables, a ventriloquist. Now, this story tells us two important points. Number one, things are not always as they appear. And number two, a small change can make a big difference. Today, I'd like to show you how a small change in your relationships can make a big difference in your future, at work, and at home. Good afternoon, Good morning or good evening. My name is branch ii solei. I'm the author of 22 different fiction and

nonfiction books. And I talked about life by using short stories. That story just showed us how a small change can make a big difference in your life. When you hear the words life balance, what images come to mind. When you imagine the successful you and your pending career in the world of your future, how will your time allotments help you create a balanced lifestyle? And finally, what impact will your business or career have on your personal relationships? The focus today for many graduates is on their immediate business and career opportunities. These are the days you've been working for and dreaming up. And many of you dream of climbing that ladder of success to its top rungs in your respective career. On such a journey, you may soon discover and experience constraints between your business responsibilities and your time allotments in your personal life with family, friends, co workers and significant others because ever before in human history, have so many people attempted to compress so much activity and responsibility into each 24 hour period. Make no mistake, life is about relationships, which translates today into lives full of demands, pressures, stress



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and struggle, both at work, and at home. Sometimes even within ourselves. The question is not the people want better relationships? Of course they do. The question is, are they willing to change how they respond in those situations at work, and at home? To have keep and establish balance within those relationships? Sadly, for many, the answer's no. And the question is why? simply said, change in response threatens our old pattern behaviors? Well, what's an old pattern behavior? What's an old pattern response? Let me give you an example. You and your significant other are going to a social occasion or family function. And while driving there, the issue comes up. By the time you've arrived at your destination, one, or both of you may be frustrated, upset, or angry. So what happens at the party? One, or perhaps both of you may ignore the other one may drink or eat to excess, may flirt with someone at the occasion, or may do something that embarrasses you, or both of you. And again, the question is Why? To prove a point to get back and the other one. It's important to recognize that our responses often reflect our relationship health, and therefore the balance in our life, and our relationship. You know, unfortunately, many justify aberrant relationship behavior with excuses like, Oh, it's just the way I am, for I've always been this way. Really. That's how you acted when you first started dating. That's how you behave when you're courting. to reestablish balance in a relationship that's been damaged, either at home or at work. The easiest method is to practice a new response. In fact, you can learn and practice one right now. Here's how. For a moment, I want you to think about the most frustrating person or situation you've encountered recently. who's really upset you. Now, can you tell me the name of your favorite pet? Who or what was occupying your attention before we started today? Can you recall a birthday or Christmas gift that you really enjoyed? Now can you visualize a

baby smile or laughter? You've just proven that you can change your thoughts instantly. But why is this important? Because from this moment on, whenever you are tested, or tempted, you now know that you can refocus to a new and different thought that easily and instantaneously. Remember, the durable a small change can make a big difference. And this is important because changing your thoughts will change your response. And changing your response can change your outcome. Because thoughts affect actions and actions affect habits and habits affect character and character affects destiny. So the next time you're in an important situation requires a response. before you say anything I want you to stop. I want you to mentally pause and say these two words to yourself, don't demean or you can say, respond respectfully. Give yourself this mental directive. look them in the eyes, but say to yourself, respond respectfully. Remember, you



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now know how to change your thoughts instantly. And using a new response will help you redefine, reinvent and replace your old pattern response. You know, in every encounter, we have two options, we can step around the hole of adversity, or we can jump in with both feet and start trying to dig ourselves out. When you use an old pattern response, there is no change. We simply repeat old pattern behaviors. And innately we already know the outcome of those responses and actions. However, every time you use a new response, you plant seeds of change, and start bringing balance back into your relationships. Remember, change your response, you can change your outcome, change your outcome, and you can change your life. In your coming postgraduate adventure, you're going to discover that choices have consequences. Some will be slight, others will be harsh, a few may even be toxic. We all want to shine at work and at home. And we all want to show how well we understand, analyze and perform. It can become easy to learn or lean on shortcuts and quick remedies. But what we often overlook is good, firm solid decisions. decisions that are grounded in balance that will stand up to the tests ahead. You know, balanced by definition means 5050. But you and I both realize 5050 is never actually attained or established. Our efforts have to be to strive for as close to 5050 as possible. By our very nature, we often put ourselves at our interest first. This what's in it for me attitude has been at the heart of our humanity since its very beginning. But a mind body and soul out of balance is fertile ground for stress, struggle, conflict and disappointment, both at work and at home. Establishing balance reduces calamity in your life. And the more balance we establish in our outlook and our actions, the more enjoyable all the aspects of one's business and personal life can become. For all of us, however, there are times when we say or do things that we regret, particularly in relationships with those people who are most important in our life, our spouse, or significant other family, friends, co workers, the people that we hold near and dear and have contact with on a daily basis while our actions can become routine, so to can our responses. You know, we often

respond automatically without thinking. And this is especially true when it comes to critical reactions and responses when interacting with relationship people that we care about most are caustic remarks and responses can easily damage already fragile relationships. If we look closer, we find that relationship issues most often revolve around trust or more specifically, in the case of a damaged relationship. Broken trust. The truth is at the core of most relationship problems is broken trust. And because relationships are the testing grounds for trust, once a relationship is damaged, once that trust has been broken, it can be the hardest thing in the world to repair. Whether at work or at home damage relationships, however, can be repaired. I'd like to give you seven steps you can take to reestablish balance to any damaged relationship.



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There is however, a caveat. And that caveat is both people in the relationship must agree to participate in the process, and must accept the outcome. So here we go. Step number one, we have to recognize that there is a problem, and we have to recognize that harm has been done. Step number two, we have to take responsibility for our part in the damage. In most instances, when problems occur, one person has precipitated by their actions, emotional, physical, or psychological harm to the other party. However, in many instances, believe it or not, the other party has some input and responsibility for the actions. So both people in the situation must accept responsibility for their part of the problem. Step number three, the person who has caused the harm must feel regret. They must be sorry for what they've done. Step number four, that person must have remorse for their actions, they must feel that they have done something inappropriate. Certainly the other person feels they've done something inappropriate. Step number five, some redress must be formulated. That is, there must be some form of correction. That's going to take place. Step number six, we must understand that repetition of the action is out of the question. And finally, step number seven, one must truly repent. Now, we might have heard of repentance in biblical or scriptural reference. But repentance is actually changed future behavior. When we repent. We agree that what we've done cannot be repeated in a future similar or same situation. actual change in behavior is what repentance is about. Without actual change in future response, forgiveness cannot and will not be granted. So let's review real quickly. Step number one, recognize there's a problem or an issue that's caused harm. Step number two, take responsibility for your action and part in the process. Step number three, feel regret for what's happened. Step number four, have remorse for what's happened. Step number five, formulate some form of redress or correction. Step number six, understand it cannot be repeated in the future. And step number seven, actually change future behavior in the same or similar situation. Do these seven and you have a chance to repair damaged relationships, either at work or home? repair on some

level or understand that termination is probably the ultimate outcome. But should you end the relationship? Having gone through the seven steps, it's possible to end that relationship without animosity. In closing, I'd like to end with three points of advice for future balance in your lifestyle and career. Number one, seek spiritual grounding as you move forward in life. Number two, learn to embrace truth. And number three, respond respectfully. If you'll do these three, your business life and your personal life will encounter fewer points of stress, struggle and conflict. My name is Branchy Solei. And to learn more about how my writing might help you in your future endeavors,



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I invite you to visit my website branchysolei.com. Or go to my YouTube channel and read selections for my books, to help you get grounded and to grow personally in life, both at work and at home.