

Rules of engagement

Trouble finding love? Help is at hand as two US relationship experts reveal how you can turn your single life around.
 CATHERINE LAMBERT reports

IF DATE nights are spent with *The Bachelorette*, dinners with the calorie counter and work is your social life, a pair of US relationship experts have some good news.

It's all your fault. What if it is your fault that you are a serial single? What if the man drought is irrelevant, because you go online and meet a Texan? What if "the one" is already in your life but you don't know it?

Business owners and life coach team Jeff Slayter and Kane Minkus are heading to Melbourne to change your relationship destiny and ask some serious questions.

The key question is to ask for the source of negativity.

"There are things singles are likely doing to sabotage the opportunity that is there before them," Minkus said.

"If you say it's hard to meet someone, straightaway I know you're disempowering the opportunity.

"We look at ways to shift behaviour. People want to

refreshingly old-fashioned reverence for women and truly masculine men.

They admire the sort of men who are strong enough in their own identities to unveil their feelings, believing those who are less willing to be vulnerable have been made to feel that emotional display is wrong. They encourage men to open the door for a woman and to court her with respect and honesty.

Slayter conjures a visual metaphor, likening women to the ocean and men to the ship. It's the ship's job to stay on course and get to his destination, while respecting and understanding the ocean, even during a storm.

They believe women and men should be treated equally, but women should not be seen as masculine. The essence of women is always feminine, but confusion around the behaviours can cause relationship challenges.

"Women tend to want relationships more than men do and it saves a lot of

"There are things singles are likely doing to sabotage the opportunity that is there before them"

find 'The One', but don't realise they are running into The One all the time, they're just not identifying it."

Known as Jeff and Kane, the team has made its name most particularly in the business sector, training more than 100,000 people around the world, but also hold smaller seminars teaching people how to build deep and connected business and personal relationships.

They are about to hold business training lectures with Sir Richard Branson and have worked with some of the self-help heavyweights from Dr John DeMartini to *The Secret's* Bob Proctor.

But the principles they apply to their business seminars are similar to what they call man-woman dynamics — self-knowledge leads to clarity of intention, which leads to effective communication.

"You have to be clear with yourself, first," Slayter said.

"Identify what you need and what doesn't work for you. When you get that clear you can truly communicate that to someone else. And if you're clear about who you are, you're ready to step into that and be true. Then you will bring forth the person who has the same integrity."

For two such modern, dynamic men, who have turned five of their own companies into international successes, they have a

time and drama when they're clear about that," Slayter said.

"It may not be the most comfortable thing to say in the moment, but it will save time and maintain dignity for both people to be clear. And if a man courts a woman, he's telling her that he wants a relationship. If he doesn't want a relationship, he shouldn't court her."

MODERN courtship often takes place with technology. They are fans of online dating, but also have good advice for participants, particularly to limit online chats to 30 days before meeting.

"With Facebook, Skype and LinkedIn, our clients meet men and women all over the planet and create relationships," Minkus said.

"But you have to make sure you connect in person, so communication should go from email, to the phone, to Skype, where you can see each other.

"Internet dating and emails are really just accelerated letter writing, though a letter can be very special, too. I had a woman handwrite me a letter once and I loved it."

Understanding the Attraction Switches: How to Find and Keep the Right Partner. State Library, Sept 8, 6.30pm. Tickets: \$67. Bookings: www.madwoman.com.au



JEFF & KANE'S TOP 10 TIPS TO ATTRACT THE RIGHT PERSON

- 1** Stay actively dating and meeting people. There is absolutely the right partner for you, without a doubt — the question is, how persistent are you? Inventors and entrepreneurs throughout history have had to sometimes try hundreds of times before really finding the right pathway to success — it is no different with relationships.
- 2** Stay vulnerable — express yourself and be open. Many people start playing games, are closed down and make it difficult for a possible good partner to even win. Are you fun, inviting and able to win with?
- 3** Broadcast what is important to you with your own life — if you like a man or woman who dresses nicely, makes good money, is athletic and is articulate — make sure you are expressing that yourself. Often people look like, talk like, or act like one thing

- and then expect a completely different type of person to appear.
- 4** Start networking to the right relationship — tell your friends, family and everyone to connect you to possible partners. Many people are embarrassed to actively request others around them to connect them, but being connected to others through friends and family is one of the best ways to meet someone compatible.
- 5** Make the process easy and seamless — dating and courting need to feel easy. If it feels like a lot of work — move on. It only gets more challenging from "Hello" in terms of complications and working out the details of life. Date someone where there is an easy flow.
- 6** Stop focusing on yourself. The key to finding the one is to focus on that one

- Which means you get what you give. Are you giving the energy, love, attention and quality of relationship that you want?
- 7** Dress for success at all times — people will judge you a lot by how you dress when courting and dating. Make sure you are giving off the signals you want and making sure you are expressing yourself through your look and clothes. Chemistry has a lot to do with a matching up of someone physically and energetically to an ideal for you. If you are not dressed for the part, you won't be considered for the job.
- 8** Start creating opportunity versus expecting it — Are you approaching people you are curious about and being clear about what you want? It's time now to start finding places to meet people, online or offline, and being clear about what you want — versus being frustrated that it's not happening fast

- enough. Be the author of your own romance novel — not of your own sad drama.
- 9** Use all your resources and talents — the world is a global place these days. Are you using all the online and offline resources to connect with someone who you could share your life with? And are you using all your talents, hobbies and abilities to both meet and attract the right person?
- 10** Be clear about the traits that are essential and let go of the rest — ultimately "the one" is the one because you decide it. You chose your partner on a daily basis and you must continue to focus on the aspects that work, the appreciation you have for them, and let the other stuff go. The One does not mean the perfect one — as there is no perfect one. There is the one who chooses you and the one who you choose.

Sydney: Sept 7, 6.30pm. The York Conference & Function Centre.