

# Drop the Rope

WHAT IS IT YOU REALLY WANT?



We're all always tugging on the rope and just like these puppies, we have no idea why.

## Tugging on the rope means:

Pushing to be right or make a point (whether aggressively or passively) with no intentional reasoning behind it.

Getting into a spitting contest and when you win, being further from what you *actually* wanted rather than closer to it.

## Dropping the rope means:

Being crystal clear about what you want the outcome of a conversation to be. (Often, this is actually just a feeling of connection.)

Adapting a conversational style that gets you closer to rather than further from that outcome.

## How you do it:

Ask yourself, 'what is actually important to me?' If your answer has anything to do with what someone else should be doing, you haven't dug deep enough. Keep asking 'why is that important?' until your answer is 100% about you.

Keep that outcome in the back of your mind as you're communicating.

And if you get caught in one of those conversational tugs-of-war, drop the rope.

