

The Elements of You **by Brenda Staab**

(This is the tenth article in a 12-part series on Achieving Peak Performance utilizing the Path Elements Profile (PEP)™ by Laurie Beth Jones, best-selling author of *The Four Elements of Success*, *Jesus CEO* and *The Path*.)

Back to school time reminds me of The Golden Rule. Each of us learned it from the day we set foot in the Kindergarten classroom. It says, “Do unto others as you would have them do unto you.”

But, wait! What if you don’t want to be treated the way others want to be treated?!

Dr. Tony Alessandra developed a new rule called The Platinum Rule. It, instead, proclaims, “Do unto others as they want done unto them.”

We all have different ideas of how we like to be treated. Once you understand and apply this principle, you may discover that you:

- Get along better with your spouse, children, parents, colleagues, friends, patients, customers, and essentially everyone you come in contact with.
- Make meaningful connections and friendships more easily.
- Feel less frustrated when dealing with people who are different from you.
- Become more influential in your circle of friends and colleagues.
- Complete more business transactions or close more deals with customers.
- Get your needs met more quickly and easily.

Using our knowledge of the four elemental behavioral types, we can apply this principle to every relationship. Remember these simple guidelines:

If they are Earth, give them details.
If they are Water, give them kindness.
If they are Wind, give them attention.
If they are Fire, give them options.

Once you have mastered this new principle, you may find that you are becoming a relational rock star!

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About Brenda Staab and Mountain Peak Sales Training™

If you manage or are a part of any type of team, you understand the importance of successful working relationships. Brenda Staab, sales consultant, trainer and coach, provides customized sales training and team building to help organizations create an exciting, motivating environment that transforms groups into high-energy, vibrant and successful teams.

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