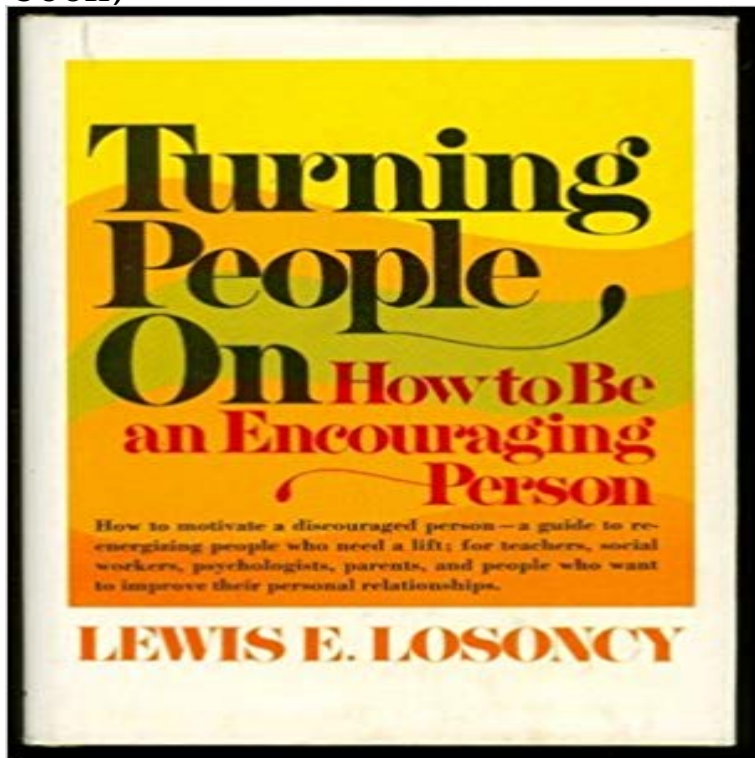


Turning People on: How to Be an Encouraging Person (A Spectrum book)



As the old saying goes, You can catch more flies with honey than with vinegar. Likewise, there is more to be gained through encouragement than most of us realize. So many people go through life -- work, school, and marriage -- full of discouragement, never really knowing the amount of personal potential that has been restricted by others and by themselves due to negative environments around them. Dr. Lewis Losoncy, known to his many followers as The Encouragement Doctor, directs readers to practical and easy-to-use suggestions for attacking the very heart of discouragement and reveals how to turn negative situations into positive ones. The book identifies the 10 symptoms or key patterns that typify discouraged people -- factors that most of us never recognize in others or ourselves. The author teaches readers how to overcome the deflating dynamics of discouragement and how to recognize the 4 basic techniques used by others on us: domination, insensitivity, silence, and the ever-popular intimidation. This book doesn't waste time with philosophical points and jargon; here is direct, to-the-point exercises that teach how to give non-evaluative responses when confronting discouraged individuals. Learn how to create ideal, encouraging relationships (at home, work, school, on teams); learn how to encourage others to take action; find out how to spot the signs of discouragement in others and how to overcome them. No more blaming; no more preoccupation with revenge; stop avoiding situations; take charge. This book can help you accomplish all of these and more.

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