

Getting Business Like with Love

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“Donna” is a 35 year-old woman who manages a 40 million dollar a year company. She’s bright, capable, powerful, and attractive. She is incredibly successful in business. Yet, she’s never been able to have a successful relationship with a man.

She feels as though she must be doing something wrong, but can’t understand what it is. She is especially frustrated because she is so successful in almost every other facet of her life.

While she is appropriately forceful and tenacious in business, in romantic relationships she tends to be passive and avoidant. Consequently, she typically becomes hurt, frustrated, and disenchanted, and then the man usually leaves her.

Sound familiar? Ever wonder why it is that some people can be so ‘successful’ in almost every aspect of their lives except the romantic aspect?

Here’s a series of questions and answers that Donna needs to look at:

Q What are you like with your best **MEN** clients in the business arena?

A My best male clients would describe me as friendly, fair, honest, intelligent, attractive. They would say that I have integrity and that I am likable. For the most part, they see me as knowledgeable, approachable, respect-able, honest, and admirable.

Q How would your best women friends (I mean your really intimate friends

here...probably one to three at most) describe you in terms of

- How you are with them
- How you share
- How you give feedback
- How you receive feedback
- How you handle differences
- How you express hurt, disappointment, and upset

A My best women friends, the ones who really know me completely, would

say much the same things my best clients would say. They would also say

that I am straightforward with them in a very honest, candid way. I'm not harmful, but I will confront them on issues that are of concern to me.

They would say that I am able to hear their feedback about my behavior

without taking it too personal. In fact, I am able to have differences with-

out feeling like it threatens the friendship at all.

Q How are these behaviors different from the way you are when you go out with a man you might be romantically interested in?

A They are completely different from how I am with a man! Why is that?

I tend to be overly accommodating with men! I tend to make concessions

and ignore my needs almost from the beginning. Then I give what I think

they want to want me back only to wind up feeling angry, used, and hurt!

Then I pick a fight and they leave. This happens over and over!

Q How would a man describe you after you have been in a relationship with

him for about three weeks?

A They would probably say, if I'm totally honest, that I am a clingy, needy,

pain in the _____! That is so not who I am everywhere else!

Here's the point that Donna needs to look at. She has a **belief system** about how she needs to be in the work place and it *absolutely works* for her. She does it unconsciously and naturally. She actually thrives in this arena. Remember that both her belief system and **her emotional skill sets** are highly effective in this arena.

However, Donna *unknowingly*, has a skill set and a belief system about how she needs to be in a romantic type relationship that totally sabotages her. As she puts it, "this is so NOT ME"! But in reality, it is her. It is her personal operating system that she is unaware of.

It is like wanting to fly a plane to California from New York, but its flight program is set for Florida; it just ain't gonna go west no matter how badly you want it to.

In business and in personal relationships, we all have a personal operating system, which governs our beliefs, our expectations, and our behavior. The scary part is that often we're unaware of what the heck it is!

To 'clean up' an area of your life that repeatedly frustrates you, you have to do several things.

First, find someone to ask you some very tough, but very important questions like the ones above that Donna was asked.

Secondly, you have to be willing to deal with your belief systems and take direct charge of your "flight program". Remember, if you want the plane to go to Florida, you have to fly it there! Stop telling yourself it's Karma or it's just not meant to happen; you would never tell yourself that about your business. So let's get business like with love!

Thirdly, and here is the really important one, you have to admit that we teach people to treat us the way we feel worthy of being treated. Donna taught her clients what she expected and low and behold, they were terrific clients. She has enjoyed years of mutual prosperity with them.

But, Donna also taught her lovers how to treat her (yes she did, even if she doesn't want to look at it) and yes, she taught them to neglect, abuse, and use her. What did she do to teach them this? Well, she tolerated and refused to give herself permission to be powerful with men outside of the work environment!

Professional women struggle with their power just as professional men struggle with their tenderness. The next time you or someone you know continues to be frustrated over a part of their life...don't tell them

‘tough luck’ and don’t tell them “ah, he was just a bum, forget about him”. Instead, encourage them to look at what they are doing to continually recreate this scenario!

I promise you, it will be a fascinating journey!

For more than 25 years, Dr. George Dempsey has been helping executives build strong teams, lead their people, and build a positive culture in their organization. His experiences as a successful entrepreneur, clinical, and corporate psychologist provide unique insights into the dynamics of all relationships, career and personal. He can be reached at (281) 332-3558 or www.drdempsey.com.