

COMPROMISE

IN ORDER TO COMPROMISE, ALL PARTIES MUST KNOW & ARTICULATE WHAT THEY WANT
(THIS STARTS WITH YOU)

RED



YELLOW

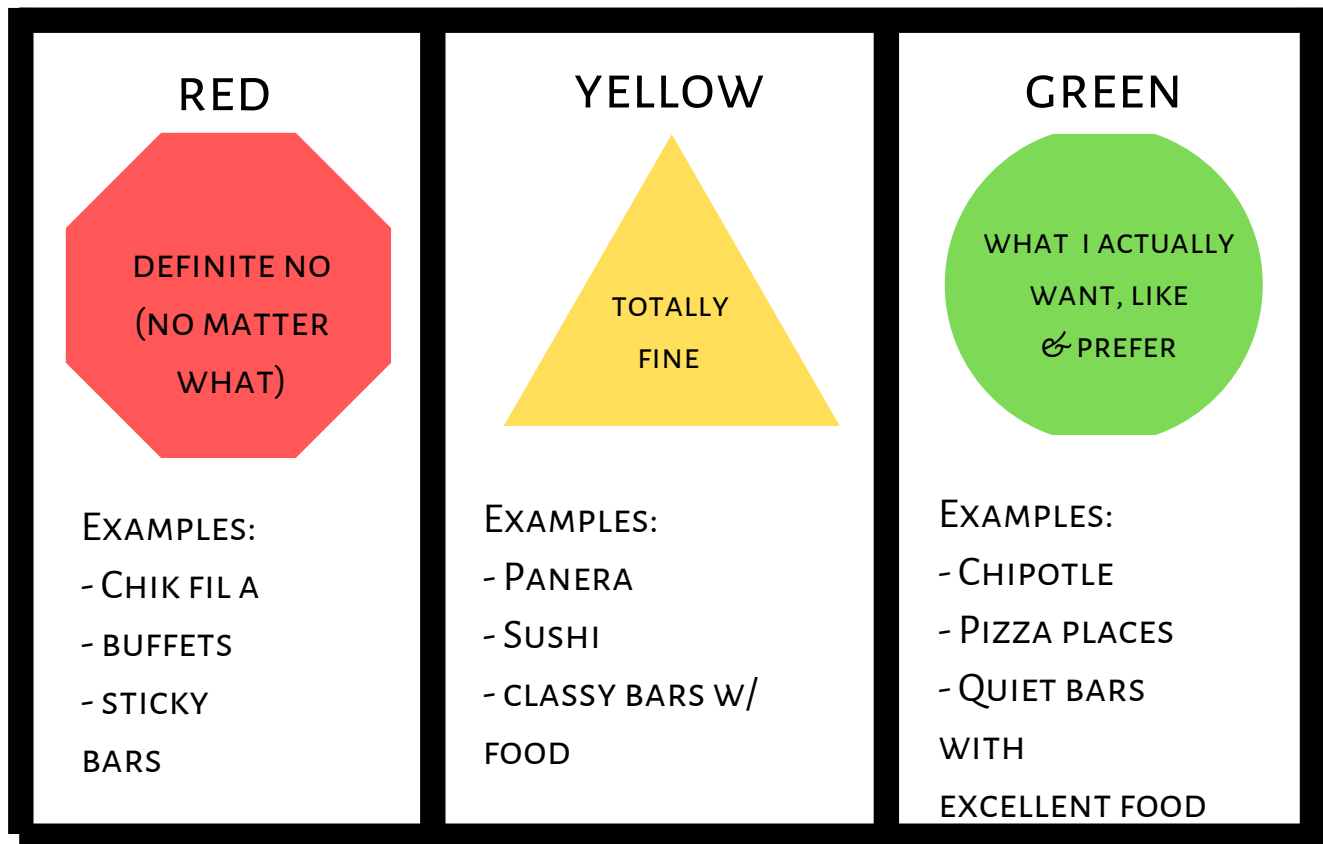


GREEN



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SOME OF US SPEND A LOT OF EFFORT ON THE RED/YELLOW LINE. "COULD I GO THERE AND JUST ORDER WATER?" IS ASKING OURSELVES WHETHER WE CAN TOLERATE THE INTOLERABLE. WITH RESTAURANTS, IT'S PROBABLY OK TO TOLERATE A ROUGH MEAL ON OCCASION, BUT IF IT COMES TO BEHAVIOR YOU TOLERATE WITH YOUR BOSS, YOUR PARTNER, OR SOME OTHER HIGH-STAKES SCENARIO, IT'S A BIGGER PROBLEM.

PRACTICE THE TECHNIQUES IN THE LOW-STAKES SCENARIOS SO THAT YOU ARE PREPARED TO RESPOND AND PROTECT YOUR BOUNDARIES IN MORE DIFFICULT CIRCUMSTANCES.

IT'S IMPORTANT TO HAVE A FEW THINGS IN THE RED COLUMN, BUT TO FOCUS YOUR ENERGY ON BUILDING OUT THE GREEN COLUMN. YOU WANT YOUR LIFE FULL OF THINGS YOU LIKE, RIGHT?