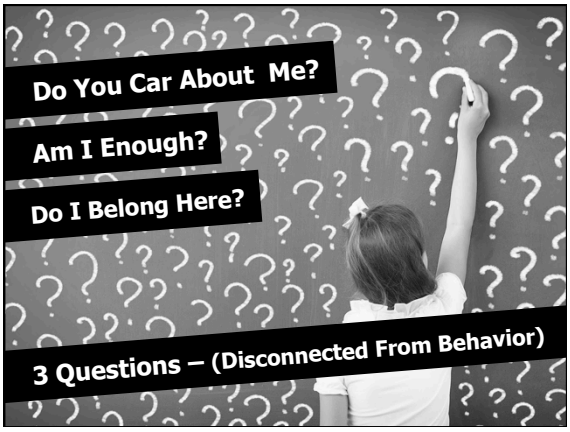
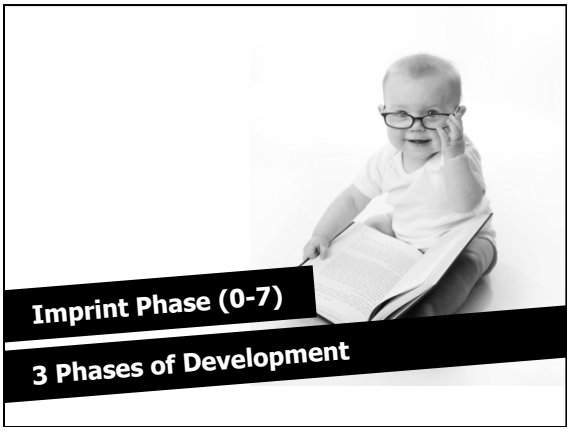
The New Rules Of Engagement
@nathanhulls

1. Not Being Loved
2. Not Being Enough
3. Not Belonging
FEAR
3 Universal Fears


Do You Car About Me?
Am I Enough?
Do I Belong Here?
3 Questions – (Disconnected From Behavior)

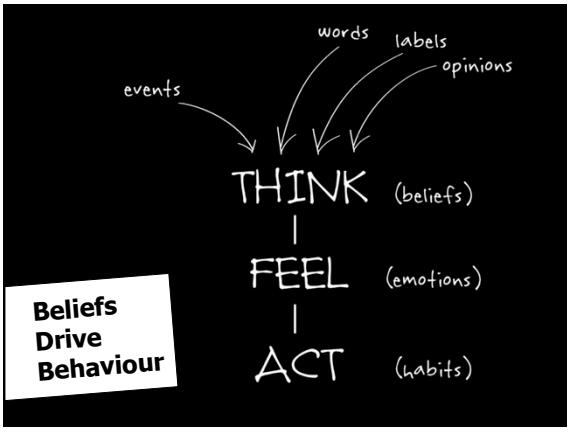
6 Core Needs Of Teens
1. Certainty / Consitency
2. Variety
3. Love/Connection
4. Significance
5. Growth
6. Contribution

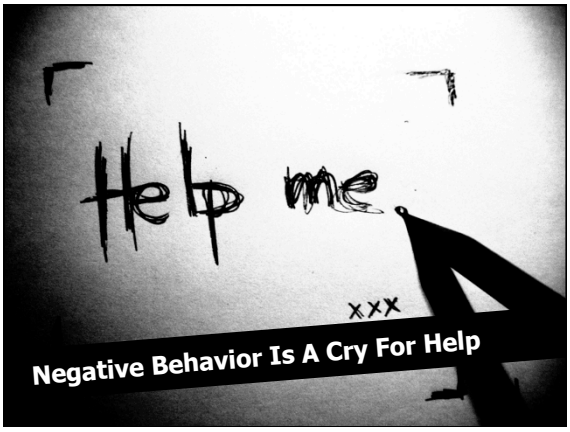
What Drives Human Behaviour?


Imprint Phase (0-7)
3 Phases of Development

Modeling Phase (8-15)
3 Phases of Development

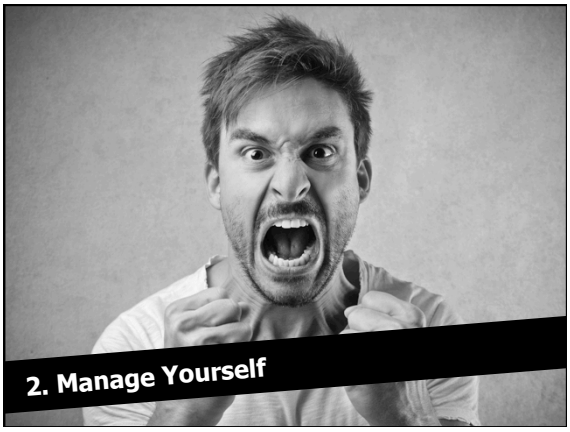
Socialisation Phase (16-25)
3 Phases of Development


events
words
labels
opinions
THINK (beliefs)
FEEL (emotions)
ACT (habits)
Beliefs Drive Behaviour


Help me
xxx
Negative Behavior Is A Cry For Help

7 New Rules Of Engagement

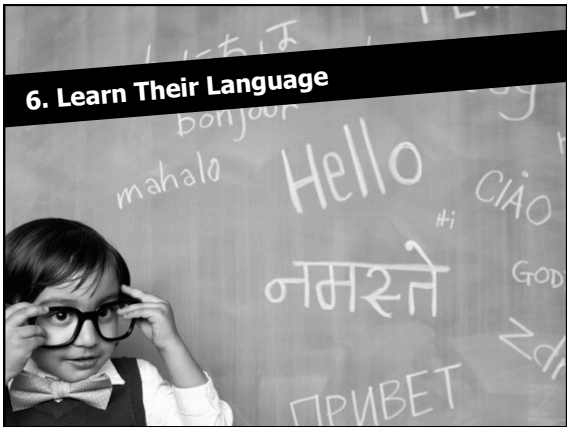
1. Relationship is #1

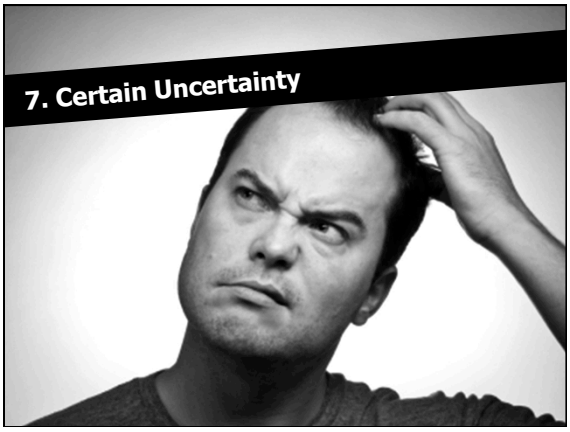

2. Manage Yourself

3. Tune In
100
102
104
106
1200
1400

4. Carrot OR Stick?
90%

5. Contribution
(give)


6. Learn Their Language
Bonjour
mahalo
Hello
CIAO
नमस्ते
ПРИВЕТ


7. Certain Uncertainty

7. Dig For Gold

THANK YOU!
Nathan Hulls
www.nathanhulls.com
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