



RiseZine
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Welcome to **RISEZINE** my electronic magazine (ezine) that can help you solve problems in your business and your life. It is my desire to share with you my life experiences and those I gained from the twenty years I spent as a Judge of the Denver, Colorado County Court participating in the transformation of lives. I'm convinced that the lessons I learned from those experiences will heighten your knowledge, sensitivity and outlook on the issues you face in your business and your life. I am honored to share your precious time with you.

Merci, Merci, Merci

When telling friends about my impending trip to France, I received a few surprising comments. David said the only thing he remembers about Paris is that the people are rude. In my two previous visits to France, my experiences had me dying to come back to the "City of Lights". What made his experience so different from mine? I'm reminded of Julian "Cannonball" Adderley's famous rendition of Joe Zawinul's song on the album "Live at The Club" (though it was really recorded in a studio with some of his friends invited with an open bar on October 20, 1966) where he laments, "Sometimes we're not prepared for adversity but I have

advice for us... When you have that kind of problem it's called "Mercy, Mercy, Mercy."

Well, I have advice for travelling to France that will prepare you for the kind of experiences I've had in all my visits, it's called, "Merci, Merci, Merci". (Thank you) That's right, remembering the pleasantries as an invitee to another's country can make your experience memorable, say "Thank you, Thank you, Thank you". When you travel to a foreign country like France, and there is a language difference, it crystallizes the need to utilize what I call my "3 P's for Effective Communication, be Polite, Positive and Patient." The Paris, France Metro subway system" affords the visitor an opportunity to travel all over the "The City of Lights". If you want to purchase a subway ticket, however, you must have a command of a few basic French terms. Failing that, you will have to depend on a resident to help you navigate the system.



1. The first **P**; Be **Polite**. Bonjour! (Hello) Pardonnez-moi, Parlez-vous anglais? (Pardon me, do you speak English?). The French expect a greeting before any conversation begins. It is the appetizer

before you get to the *entrée* of further communication. When I was coaching a higher education client who told me of the cold reception he received when he walked into the office in the morning and gave his administrative assistant the day's assignments, the first question I asked him was to role-play the standard scenario. It was immediately apparent that the first statement he made to his assistant was: "Thelma, today I need you to ..." No greeting! Once he began the day with pleasantries, she became a more valuable employee. Rhonda Byrne's "The Secret" says the Laws of Attraction apply in all encounters and you will receive what you give to the universe. I tell my sports industry clients, "You get the performance you practice". I tell my financial services clients, "You only get a return on what you invest". Being **Polite**, using courtesies in your relations, can more than help you successfully navigate on your journey. It is the safest investment you can make with the greatest rate of return. Like navigation getting an ally who wants you to reach your destination.

2. The second **P. Be Positive**. When travelling abroad, your worst nightmare arriving safely and finding that your luggage didn't. My friend James and his wife arrived in Paris with us, but his luggage didn't. That circumstance could have made the trip miserable for all four of us but he possesses the second **P**, he was **Positive**. When confronted with wearing the same jacket and slacks for multiple days, he was able to look at how our itinerary could accommodate the wardrobe he had in his carryon luggage. When dined at the

Altitude 95 Restaurant at Tour Eiffel (Eiffel Tower) with a panoramic view of Paris from 95 meters above the city; his clothing didn't diminish the view or the experience.



That's what Cannonball Adderley meant when he said sometimes you have to deal with adversity; my advice is to be positive and make the experience memorable. When I have clients who are struggling with how to talk to their employees about a new policy they want to implement that will produce a greater return on their investment, being positive about what they need from their staff can make change more palatable and help the employee buy-in to the change. It doesn't hurt to end the discussion with, "Merci, Merci, Merci". S'il vous plait. (Please)

3. The third **P. Be Patient**. If you want to "drink in the moments that take your breath away" while visiting your favorite city, be Patient. Although Paris may seem like a bustling, fast-paced city, the key to the experience is wrapped up in the French word 'lentement'; slowly. By the fifth day, when my friends clothes arrived, we had taken a bus tour to Mont St. Michel "the

Marvel of the Western World” where construction took 500 years, from 1017 to 1521. The Monks of Mont St. Michel were revered for their copying skills before the printing press was widely used, but their independence was undermined during the 17th Century, and they were dispersed from the Abbey.



Through patience, they waited while Mont St. Michel was used as a prison. 100 years later the Monks returned where today, they live and work there again; just as in medieval times. When we look around us and see everything in life being timed in hyper speed, it behooves us to take a deep breath, be patient and listen. Julia Cameron, in “The Artist’s Way, A spiritual way to higher creativity” said, “Pay attention. Attention is our act of connection.” Patience is the linchpin of attention. Like the Monks of Mont St. Michel, I will wait patiently to return to my favorite city in the world for another memorable experience.

Au Revoir!



By being **Polite**, **Positive** and **Patient** we maximize the opportunity for effective communication. Can your organization use a healthy infusion of inspiration, motivation or stimulation? My full day training, half-day workshop, keynote address or coaching can give your staff “The 3 **P**’s for Effective Communication” and give you the tools to connect with them and bolster relationships.

I can provide a keynote, workshop or seminar tailored to meet your specific needs and help your team **RISE**. Contact me at Beau@PleaseRise.com.

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