



DreamLift

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helping people create a happier, more passionate life!

Are you sticking your 'but' in there?

I'd like you to read my newsletter, **but** I know your time is limited.

What happened when my 'but' showed up in the previous sentence? There were many implications in that sentence, such as:

- My newsletter isn't worthy of your time
- You don't need to read it if you don't have time
- I don't expect people to allocate the time to read it

Wow. I guarantee that's not what I meant.

One little word completely changed my meaning for the sentence.

Sticking a 'but' into a sentence negates whatever happened to that point. Look at an example I heard this week:

*I wish I could find a perfect relationship, **but** it's so hard to meet and get to know people.*

As soon as the person said it, here's what I heard:

- She's not really interested in meeting or getting to know new people
- She is hard to get to know
- She may be hard to get along with

In truth, she likely didn't mean any of those things. Her "but" told another story!

Let's stop sticking our **buts** into everything! Let's see what happens when we choose another word. I'd like to suggest using "and" instead.

"But" separates. "And" connects.

"But" discounts. "And" goes deeper.

"But" rejects. "And" elaborates.

"But" puts an end to the discussion. "And" opens to possibilities.

Let's decide that the **But Stop Here!**

I want to lose weight but my schedule is crazy.

Becomes

I want to lose weight and my schedule is crazy.

What's the difference? Say them aloud. The first one is an excuse. It causes the mind to shut off. It tells the listener, "Here's why I'm not going to do the thing I say I want to do."

The second sentence is an opportunity, begging the question, "What will it take for me to stay on a food plan that allows for my crazy schedule?" And the mind starts thinking of solutions.

Let's look at a few more examples:

I want more customers, but selling is not my strength

Becomes

I want more customers and selling is not my strength

So, what does that mean? It mean that if I'm going to get more customers, I'm going to need to steer my efforts toward marketing and referrals, and find ways to promote my business that don't feel so much like selling.

I need to increase my fitness level, but I hate to workout

Becomes

I need to increase my fitness level and I hate exercise

What's the new sentence saying to the listener? This person needs an activity plan that doesn't feel so much like exercise. This person could now start asking, what activity do I like? The door is open. The conversation begins.

Playtime

Where do you typically stick your but in?

What would happen if you caught yourself in the "pre-but" stage, and selected a different way of communicating?

For the next few days, listen for the ways you stick your 'but' into sentences, and even if you don't change it right way, change it afterward and feel how it changes the energy of the statement.

"I want to find a great relationship and I find it hard to meet and get to know people," says that you are open to opportunities and possibilities.

"I want to find a new job, and I don't know where to start," indicates to the listener you're willing to hear their ideas on the topic.

"I want you to read my newsletter and I know your time is limited," says that I appreciate your time and I want to make my newsletter meaningful and worthy of the energy you devote to reading it.

But

And, I'm sure you understood that already!

It's time for us to get our but out of there!