

Shrink Rap Radio #191, January 17, 2009, Stopping Self-Sabotage

David Van Nuys, Ph.D., aka “Dr. Dave” interviews Pat Pearson, M.S.S.W

(transcribed from www.ShrinkRapRadio.com by Elizabeth Lasswell)

Excerpt: *You know, the level of anxiety out there is getting higher and higher, and so that means that it's growing and it's getting ignited. So what we have to do is get very clear about taking charge of our own energy and our own thoughts and our own feelings, and focus them in the ways that we want them to be focused.*

Introduction: So says my guest, Pat Pearson. Pat Pearson, M.S.S.W., is an internationally known psychotherapist, motivational speaker, and business builder for over 30 years with companies such as Mary Kay Cosmetics, IBM, Century 21 and many more. She's the author of four books. Pat Pearson has thousands of subscribers to her Audio-of-the-Month Club. She has traveled throughout the world sharing her practical methods for helping people mobilize their resources to achieve greater success in their businesses and personal lives. Her new book, STOP SELF-SABOTAGE! Get Out of Your Own Way to Earn More Money, Improve Your Relationships and Find the Success You Deserve was just released. For more information about Pearson, visit her website at www.PatPearson.com. Now, here's the interview.

Dr. Dave: Pat Pearson, welcome to Shrink Rap Radio.

Pat Pearson: Thank you, David. Good to be here.

Dr. Dave: Well, I'm looking forward to speaking with you about your new book on stopping self-sabotage. Before we get into it, I have to say I was thrown by the letters after your name. I'm used to seeing M.S.W. for Master of Social Work, but M.S.S.W. was a new one on me.

Pat Pearson: Yeah, Masters of Science and Social Work. It's just what the University of Texas, that's their accreditation. So. That's what they call it.

Dr. Dave: Yeah, yeah. I went on-line. I did a Google search and University of Texas is definitely what came up. I guess they're unique in offering the Masters in Science and Social Work.

Pat Pearson: Yes.

Dr. Dave: Before we go any further, why don't you tell us about your background? You know, like where you grew up, went to school, how you got into this line of work and so on.

Pat Pearson: Well, I've been a therapist for over 30 years, and I got into it because I was fascinated by my own personal struggle and how I self-sabotaged myself, particularly at that time, when I was in my early twenties, about finding a good relationship. And so, as in many things, you know my own inquiry, my own pain led me to try to answer some of these questions. And for the last 30 years I've had a private practice in some form or another, and the last 20 I've been doing speeches around the country and in the world, really, on the whole personal development, self-sabotage and how to turn it around subjects.

Dr. Dave: Yeah, okay. Well, did you grow up in Texas?

Pat Pearson: I grew up in Missouri and in Chicago, and then I went to Texas to school.

Dr. Dave: Okay. And what made you decide to head into social work?

Pat Pearson: Once again, my own personal struggles. I had -- I had had a love affair that went wrong, I got into therapy, and I decided that I really wanted to commit myself. I had a mission to help other women, at that time, particularly, but I worked with men and women, to deserve more, and to stop limiting themselves.

Dr. Dave: Okay. Okay. Well I can definitely understand that. Well, let's talk about your book. There are so many self-help books out there. What made you decide to add to the pile?

Pat Pearson: Well, it's truly McGraw-Hill, that decided that. I've written a number of books. I've written 4 or 5 other books that have been self-published and done very well. I've sold, like, 55 thousand copies and McGraw-Hill realized that there was a category out there that was not being addressed, and that's the category of business self-help. And so this is what this book, STOP SELF-SABOTAGE is characterized in, and it's basically to help people, particularly at this time, with fear being the modus operandi in the -- in the media and in many people's hearts, to take charge of their life and feel better about themselves. And I think the addition to the self-development vocabulary, if you will, is the whole concept of deserve level. I haven't read that from anybody else out there, and that's something I talk about, you know. I talk about the self-sabotage is how we limit ourselves, of course. . .

Dr. Dave: Sure.

Pat Pearson: . . . it's how we make sure we don't get what we say we want. And the way we do that is through controlling in some level our deserve level. And what I mean by deserve level is that experience you have, that- that factor inside of you that says, "I deserve this, but I don't deserve that." And we all do it; we all have it, in terms of our career, our relationships, or our health. And we can be high in one area and low in another. So we can feel like we can deserve the absolute best in terms of our career, but our relationships could be off. Or, our career could be struggling, but our health is good. So we're always balancing these things. And if you don't believe you deserve it, my

premise is, you won't let yourself have it, whatever "it" is. And if you happen to get it, and you don't believe you deserve it, you will feel compelled to give it away. And this is what we're seeing with Oprah Winfrey right now in her self-sabotage around her weight; we see it with national figures, we see it in Hollywood, we see it in our best friends and in ourselves.

Dr. Dave: Well, say a little bit more about the Oprah Winfrey example. One of the things I really like about your book is you've put in a lot of really great vignettes and stories about people, so I hope you'll feel free to sprinkle as many of those into our conversation as come to mind.

Pat Pearson: Sure. Sure. Well, Oprah Winfrey's an interesting -- Because here's someone who clearly deserves a lot, you know, has created a lot of good in the world, has created a tremendous amount of success for herself and for many, many, many people who, are related to her. So, here's a woman who truly has a high deserve level in one area, though in her health, with her weight, she is constantly in struggle. She loses the weight, and then she puts it back on. And this is not the first time she's done this. So, it is a repetitive self-sabotaging pattern, and the reason, I think -- of course I haven't treated Oprah -- but, the reason, one of the reasons is that she has a self-sabotage strategy called "throwing it away." And what that is, is that I can get it, but I can't keep it. I get it, but because I don't believe I deserve it, I have to get rid of it. And with Oprah that's her weight, and she talks about it. She said, "I don't have a weight problem, I have a self-love problem. A self-care problem." Because she over gives to everyone else, doesn't take care of herself, and ends up using food as a comfort. You know, chocolate doesn't talk back and cookies never have any issues with you. And so she medicates herself with her food.

Dr. Dave: And despite all the work that she's done on herself, like I'm thinking of the whole series that she did with, uh -- what's his name? Toll? Tolle?

Pat Pearson: Eckhart Tolle, yeah.

Dr. Dave: Eckhart Tolle, yes.

Pat Pearson: Mm-hmm. Well, you know none of us are immune to this. You know, that's my point. My point is that we all self-sabotage. The question is how much and to what extent, and how much is it going to hurt us? You know, I -- we do it with our finances, we do it with our careers, we do it with our health, we do it with our relationships, and self-sabotage is what we worry about most. In our friends, in our self, in our loved ones, you know. We worry that mom's going to lose the weight before she has a heart attack. Or we worry that our brother's ever going to find the right girl. Or we worry that we'll never be able to save any money. Whatever it is, you know, and we all have these things going on. So it's not just, you know, famous people, although they tend to self-sabotage on a national stage, rather than, you know, privately. So, that's why they're great

examples. Because you can – (laughs) – you can – you know, everyone knows their story.

Dr. Dave: Right. You mentioned friends and family and it – it's a lot easier to see self-sabotage in friends and family than it is actually in one's self.

Pat Pearson: Right. Exactly. And it's what you worry about most from people you love.

Dr. Dave: Yes.

Pat Pearson: You know, like I said, you worry about your brother never finding the right girl, you worry about your sister ever getting a good job, or you worry about your mom's health, and you know, the way to find it in ourselves, um, I mean one good way is to take all the exercises in – in my book, and you'll – you can't do that without knowing where – where you are. That will pretty much clarify it. The other way is just to ask yourself, "What do I want?" You know, and, uh, when I do my seminars around the country, and I ask people, "Well what do you want for this year?" You know, "What is – what is your goal?" Most people have goals. They- they understand that it's important. And then I'll say to them, "Okay. If you were going to make sure that you didn't achieve that goal, if you were going to make sure that you self-sabotaged it, what would you do?" And people know. You know? They say, you know, "Well, I'll just get too busy, and I won't pay attention to my health goals." Or, "I'll get stressed, and I'll go out and buy more clothes and get myself worse in debt." Or, you know, "I just won't take the time to date, or to go out there. I don't think there's any good ones left, so I won't even try." So, we hear these rationales, these excuses, if you will, from ourselves, and we all know inside if we're really honest what some of our buttons are.

Dr. Dave: Mm-hmm.

Pat Pearson: Well, we're going to hedge our bets, you know.

Dr. Dave: Yeah. Now, what's the difference between deserve level, on the one hand, and a negative sense of self-entitlement? Do you know what I mean?

Pat Pearson: Yes, I do. Well, in my book I talk about that you have five sabotage strategies.

Dr. Dave: Yeah.

Pat Pearson: One of the sabotage strategies is called fatal flaw. And a negative self-entitlement, I would probably throw in the category of narcissism.

Dr. Dave: Right.

Pat Pearson: And that is that you feel like you, or you act like you deserve more than maybe actually is appropriate, or that you really honestly feel. But, you act entitled. And it becomes what I call the fatal flaw that takes you down. And where we're seeing that is in

the Governor of Illinois, Bogojevich, and you know, he's selling Barack Obama's senate seat. I mean. . . (laughs)

Dr. Dave: (laughs)

Pat Pearson: . . .this is totally berserk.

Dr. Dave: Yeah.

Pat Pearson: It's totally illegal. He knows that, you know, but he somehow feels like he's above the law. That he can get away with it. Well, he can't, and he's going to, you know, face prison and all kinds of other nasty things because of it. Martha Stewart, and her own sense of negative entitlement, lied to the Federal Grand Jury about her inside trading. You know, who's going to put Martha Stewart in jail? Well (laughs) you know they did. Because of her sense of entitlement, that she felt she was above the law in some sense. She ended up at least limiting her career and losing a bunch of money for a number of years and going to prison, which can't be a fun experience. So, we see this, you know, we see this every place. And particularly in a lot of public figures, you see negative entitlement.

But when I'm talking about deserve, I'm talking about in our heart of hearts, really believing and feeling two different things. One: That we have intrinsic worth. That we are good, loving, loveable people. And two: That we merit success. And these are the two definitions of deserve, you know. And I like the word deserve because it has so many different applications and if you listen for it, you'll hear people talking about it all the time. One application is in self-esteem. My definition of self-esteem -- it's in the book -- is that it's conditional acknowledgement -- I mean, its unconditional acknowledgement for being loved. For being a good human being. For being a good person. That builds self-esteem. And that has to do with your intrinsic worth. The other concept is self-confidence. And self-confidence has to do with conditional acknowledgement for performance. You do a great job, you sell a lot of products in your business, and so you make money. Or you study really hard and you get an A on your biology test. Or you run a fast mile and you win -- you win a present, you win an award. You do something that's based on your behavior and it's based on you doing something. Esteem is based on your being. About your soul, your heart, your intrinsic worth. So, we have not only merit, which we have earned, but worth, which we are given. It's not earned.

Dr. Dave: Mm-hmm.

Pat Pearson: It's unconditional. And that's what creates what you deserve. And we, you know, have issues in each level. Some people have higher self-esteem than they have self-confidence, or vice versa.

Dr. Dave: Interesting. Now you mentioned the fatal flaw and the five self-sabotage strategies. . .

Pat Pearson: Right.

Dr. Dave: . . .which are resignation, denial, throwing it away, settling for less and finally the one you call the fatal flaw. You've mentioned – You took us a bit through the fatal flaw, maybe you can take us through the others.

Pat Pearson: Right. Well, throwing it away basically means I get it, but because I don't believe I deserve it, I get rid of it. You know, one of the interesting – let's take a thing in – take an example in terms of income. One of the interesting things, you know, as I was doing research for this, is the whole concept of some of the lottery winners. You know, and they've found that – they've done research that says a third of all lottery winners find themselves in serious financial trouble or bankrupt after five years.

Dr. Dave: Yes, isn't that amazing?

Pat Pearson: Isn't that amazing, because if you ask people, "What do you think, what's the one thing that could happen that would really help you in your life?" And they've done these, and you know, overwhelmingly the answer is, "To win the lottery." Well, it doesn't help people necessarily. And, it can cripple a lot of them. So, that's throwing it away. I got it, you know. I won the lottery. I mean, I didn't, but you know, I got it, I was successful, and now I can't keep it. So that's. . .

Dr. Dave: You know an example, a public figure example that came to mind, and I don't know if this is a good fit or not, is Dave Chappelle, the comedian, are you familiar with him?

Pat Pearson: Yes. Well, a little bit. He had a great show. . .

Dr. Dave: Well he walked away. . .

Pat Pearson: . . .and then he dropped out.

Dr. Dave: Yeah. Yeah, he walked away from a major, major contract, which would have made him a lot of money. So, at least from the outside it could look like throwing it away.

Pat Pearson: Yes.

Dr. Dave: But as he was interviewed and so on, it seemed like for him it was maybe listening to a deeper – a deeper sense of purpose, and that maybe success and fame weren't serving him anymore.

Pat Pearson: Well, you know, and that's the whole point, that's a great point, because the issue is what works for you. There's no outside measurement you can put on this. And, you know, it may be throwing it away if it's something you really want that you are self-sabotaging, it's not throwing it away if you decide you don't want it.

Dr. Dave: Yeah.

Pat Pearson: So, you know, it's where it's coming from inside of you. But, you know, more importantly, I think it's when we unintentionally do this. . .

Dr. Dave: Yes, these unconscious processes. . .

Pat Pearson: Right.

Dr. Dave: . . .that are getting in the way.

Pat Pearson: I think the Nixon presidency is a great example of throwing it away. I mean, you know, the guy was president of the United States. (laughs)

Dr. Dave: (laughs) Right.

Pat Pearson: And because of his own fear and paranoia, and you know, other issues from his – in terms of his own personality, he created his own self-sabotage, and one of the biggest in history. So, I mean, I think he falls in that category, of getting it but not being able to keep it.

Dr. Dave: What about Bill Clinton?

Pat Pearson: Well, I think Bill falls in another category of fatal flaw. I think Bill's a narcissist. And, certainly the Monica Lewinsky experience, was another example of somebody who thinks they're above the law, you know. It wasn't as much that he had an affair, he had a, whatever he had. It's that he lied about it.

Dr. Dave: Mm-hmm.

Pat Pearson: And it's the lying about it that sets you up for the fall, you know.

Dr. Dave: Yes.

Pat Pearson: It's that kind of – So, you know, he took his hits and Bill is pretty resilient so he bounced back, but a lot of people would never have come back from that.

Dr. Dave: Right. Yeah, I've been very impressed by his resilience in that regard.

Pat Pearson: Right.

Dr. Dave: And Nixon's resilience, too, actually.

Pat Pearson: Mm-hmm.

Dr. Dave: You know, he sort of managed to somehow come back as an elder statesman.

Pat Pearson: Mm-hmm. Mm-hmm.

Dr. Dave: Which was rather shocking. (laughs)

Pat Pearson: Right. Exactly. (laughs)

Dr. Dave: You have -- among the other five you talk about resignation.

Pat Pearson: Right. Resignation is that you give up before you start. And resignation basically, is, "Diets don't work, so pass the chocolate cake." You know.

Dr. Dave: Yeah.

Pat Pearson: "I'm not good enough to get the job, so why apply." I had a woman who I worked with who was beautiful, bright, an attorney, had everything going for her. She would get in a relationship, she would date them about six months, and then she was convinced that they were going to abandon her. So, you know what she did. She abandoned them before they could abandon her.

Dr. Dave: Mm-hmm.

Pat Pearson: And this happened routinely. You know, self-sabotage is not something that just happens every -- you know, you know once. It's a repetitive pattern. So, every time she got in -- She wanted a good relationship, and what she had was a long list of ex-boyfriends. And that's a self-sabotage.

Dr. Dave: Yeah.

Pat Pearson: She gave up before she really started.

Dr. Dave: Okay. And there are two more on the list here that we haven't discussed yet: Denial and settling for less.

Pat Pearson: Right. Settling for less is "I want it, but I'm not really good enough, so I'll settle for less." And one of the examples in that is in relationships. I have an example of a mother who, her daughter wanted to fix her a great dinner, because she wanted to honor her mother and everything her mother had done for her, and so she had her mother over, and this is the daughter had just gotten a new apartment, and just starting out in the world. She had her mother over, and she fixed her mother's favorite food, which was chicken backs. And she fixed this big dinner of chicken backs, mother ate it, at the end of the dinner, mother didn't say anything, so finally she said to her mom, she said, "You know, mom, I'm just really wondering why you haven't said anything about this dinner, because this is your favorite dinner." Her mother looked at her, she said, "That's not my favorite dinner. That was the only thing that was left over after you ate all the white meat."

Dr. Dave: (laughs)

Pat Pearson: So that's settling for less.

Dr. Dave: Yes.

Pat Pearson: You know?

Dr. Dave: Yes.

Pat Pearson: And this is how we, you know – we say we want something, but we don't let ourselves have it. One of my self-sabotages, and we all have it, is that in January of every year, I tend to go out and join a health club. Okay, now at some points in time I've been members of up to three health clubs. . .

Dr. Dave: (laughs) You and millions of others.

Pat Pearson: Yeah, I don't go. I tithe. They're my charity. (laughs)

Dr. Dave: Right. (laughs)

Pat Pearson: So I say I'm going to get into shape, but I don't do it. Okay, that's a self-sabotage.

Dr. Dave: Uh-huh.

Pat Pearson: So, we all are complicit in this. All of us have some level of this; the question is how severe is it, and how much is it limiting your life? And this is what you worry about most in yourself and in other people. And in the current climate of negativity out there, and the current climate of recession and fear. And fear by the way, fuels the self-sabotage. The more you fear, the more you tend to sabotage. It really, I think is the answer at this moment for what we can do to recession-proof our life.

Dr. Dave: I'm really glad you're talking about this because I've wanted to make this a topic because I think a lot of people out there are hurting and or fearful that they're going to be hurting. So go ahead. (laughs)

Pat Pearson: Exactly. Yeah. And the point being is that we have to focus on and empower ourselves where we have effect. And we don't affect the economy, though I guess if all of us did this we would, but we don't affect other people. I mean, we have some influence, but we can't change other people. But what we do have control over is how we feel and how we think. And, you know, the level of anxiety out there is getting higher and higher. So that means that it's growing and it's getting ignited. So what we have to do is get very clear about taking charge of our own energy and our own thoughts, and our own feelings and focus them in the ways that we want them to be focused. And that's intentional. And that's what I talk about when I talk about raising your deserve level. You have to know how you self-sabotage, if you read the book you'll get your sabotage strategies, pretty easy to figure out. Then you have to learn how to turn that around. And, the easiest thing to do, or one of them is called Self Talk. And it's just the chatterer that chats to us in our head all the time, and we've got to take charge of what we say, and

make sure that we are pivoting away from the negative to at least a better feeling, better thought statement.

Now, I'm not a Polly Anna. I'm not saying, "Just be positive and that's going to fix everything." But I am saying that it is one of the resources that we need to use. It is necessary, it's not sufficient, but it's necessary to keep us on the right track. And it's not that we ever get so positive or so good that we never have a bad feeling, or a bad thought. Of course we do, every day. But the real issues I believe, in personal development and in personal growth, is to be resilient enough and aware enough to see it, and pivot to a better thought, and a better – Because that affects your energy, and that affects everything.

Dr. Dave: Yes, I've been very interested in the mindfulness approach, which is maybe just another way of saying learn to watch your thoughts and learn to be aware of those negative thoughts, that they come in and do what you call pivot – that is, not become attached to them, but spin away from them. (laughs) Or. . .

Pat Pearson: Well, at least pivot your attention. And you may have to do that forty times a day.

Dr. Dave: Yeah.

Pat Pearson: And it's one of four different things I talk about, you know. So taking charge of your self-talk is very important. Also, dealing with what I call self-release, which is getting out the negative feelings, all right. You can't just be positive over a negative feeling. It doesn't work. You know, I've been a therapist for too long. If you just think positive and have all your negative feelings go away, there would be no study of psychology. (laughs)

Dr. Dave: (laughs) Right.

Pat Pearson: It would go away. You know.

Dr. Dave: Yeah. Yeah.

Pat Pearson: So, you have to deal with those feelings, and that means you have to express them. You have to take charge of what you feel, not deny it, not pretend it's not there, but express it, talk about it, feel it, stomp around, protest if you're mad, if you're upset, you know, express it. Get it out of you, and release it. Then you can come in and pivot and have a better feeling. Otherwise, it's like putting hot fudge on rotting meat. (laughs) You know?

Dr. Dave: Yuck. (laughs)

Pat Pearson: It's not going to taste good.

Dr. Dave: Yeah, yuck. (laughs)

Pat Pearson: You've got to do both. You've got to get out the negative feelings that you're having, and you know you have to not let fear win. I mean, this – this whole media culture that everything you pick up, everything you look at is doom and gloom, is really self-reinforcing, you know. And we've got to learn to not be reactive to it. To be proactive, and to start focusing on what we want because it's our best resource.

Dr. Dave: Yeah, you know for kind of piggy-backing on what you're saying here, I see the emotional contagion of fear as one of the greatest threats in this particular time.

Pat Pearson: Mm-hmm.

Dr. Dave: I'm always amazed at how psychological our economy is that the stock market is so dependent on people's sense of optimism or pessimism.

Pat Pearson: Right. Right. It is. It absolutely is. And you hope that the new administration is going to fuel some of the optimism. But, whether it does or not, I mean, we need to. You know.

Dr. Dave: Sure.

Pat Pearson: It's our life.

Dr. Dave: I agree.

Pat Pearson: You know, and people are still making money, people are still eating, you know. We don't have to give in to it. But if we do, we're going down for the count. And that's why something like the book I've written, I think can be very helpful to people.

Dr. Dave: Yeah.

Pat Pearson: Because it will walk you through how to change that.

Dr. Dave: Now, you have a chapter titled, "Permission From Your Past," and that sounds a little paradoxical. How can we get permission from the past?

Pat Pearson: Well, basically permission – What I mean by permission from your past are all the messages that you've internalized from your parents and from the world at large. You know, you internalized these messages probably before age six. So they've been telling you how the world is. And sometimes you have permission that helps you, you know maybe you came from a family that always made money and so you know, "Us Smiths always do well, no matter what's happening in the world, we always will be successful." Well, that's pretty good permission for what you're dealing with, you know, in terms of the economy and life in general. But, if you happen to come from another family that said, "Us Joneses always struggle, we try really hard, but we just – we never get where we want to go." Now these are not things that maybe have been said directly, but it's all about, you know, you picked it up, you absorbed it. And then you see yourself repeating these patterns, and it's the patterns that are the permission from your past.

I'll give you an example. I had a gal that I worked with, and I do a lot of coaching for people to try to get to the next level in their business, particularly entrepreneurs who are essentially creating their own business and by their own energy. Which we all do. This woman wanted to make more money. You know, who doesn't, right? (laughs)

Dr. Dave: (laughs)

Pat Pearson: She wanted to make more money and every year she made fifty-thousand dollars. Okay, as soon as she got close to making more than fifty-thousand dollars, she just stopped working. She did her nails for six months. She took time out, she went on long vacations. I don't know what she did, but what she didn't do was work. And this happened year after year after year. She heard me in a seminar I gave and she got fascinated by the whole concept of self-sabotage and deserve level, it made sense to her that she was doing that. She called me up for some coaching, I talked her through it and we found out that her father -- her mother had died when she was twelve -- her father, who was her only surviving parent, had never made over fifty-thousand dollars a year. And she was afraid if she made more money than he did, that he wouldn't love her anymore, and the love was much more important to her than the money, okay. So, she kept herself within -- that was her permission from her past. It was never said, "You can't make more money than I do," and he didn't even believe that, nor did he want that. It was her belief that she based it on. So I said to her, I said, "Well what do you think, I mean, will your dad really not like you or love you at fifty-one five, I mean come on, what can we do here?" So she decided to call him. She called him, she said, "Dad, I want to make more money, I want to know what you think about it." He said, "Aww, honey, I'm going to love you no matter how much money you make. Make two hundred thousand a year, fly me," she was living in Dallas, "Fly me to Dallas, we'll celebrate, it'll be just great."

Dr. Dave: (laughs)

Pat Pearson: So, you know, we stopped doing coaching, she was feeling good. I ran into her about nine months later at a party and I said, "How are you doing, what's happening?" She said, "Well I'm doing great, got a new boyfriend." I said, "Well how about the money?" She said, well, so far that year she'd made 120 thousand dollars.

Dr. Dave: Right.

Pat Pearson: I told her, if I'd had a higher deserve level, I would have charged her a commission. (laughs)

Dr. Dave: (laughs) Yeah.

Pat Pearson: She broke out of her own way.

Dr. Dave: Yeah, yeah.

Pat Pearson: She understood where she was stopping herself, she saw that that was her belief and her belief was limited and sabotaging what she could really have, and she was smart enough to invest in herself, have a breakthrough, and change it.

Dr. Dave: Yeah. Well that's a great, great story. Now if we've been bound by fears and negative beliefs, what's your advice for developing self-esteem and self-confidence?

Pat Pearson: Well, you know, it's like anything. I mean, I think it's like learning French, you know. If you want to do it – And I think it's something very valuable for everybody to do, I'm sad that they don't teach self-esteem and self-confidence in the schools, I mean they really need to – Is that you embark on learning a personal development program, you know. And it doesn't have to – You don't have to suspend your life to do this, nobody can do that, but if you only took fifteen minutes a day to read, you know, I would recommend my book. . . (laughs)

Dr. Dave: (laughs)

Pat Pearson: . . . Stopping Self-Sabotage. CDs, reading, there's a wealth of material out there and just start taking it on as a challenge. I mean, we spend billions on weight loss and if we never get to the core reason, you know, we're just throwing our money away.

Dr. Dave: There was a good quote at the beginning of one of your chapters to the effect that – I think it was to the effect that most of us spend a lot more time and energy on our careers than we do on managing our lives.

Pat Pearson: Right. Well, I think we spend more time on making a grocery list than, you know, or cleaning our closets, than we do thinking about who am I, what do I want, how am I getting in my own way. . .

Dr. Dave: Mm-hmm.

Pat Pearson: . . .and how can I change that?

Dr. Dave: Exactly.

Pat Pearson: And I think, for the New Year, if you took fifteen minutes a day or twenty a minutes a day, and committed to that, in a year or two you would be an expert in this whole field. So, I don't know that there's any resource that you could buy or invest in that is better than investing in yourself.

Dr. Dave: Right.

Pat Pearson: This is like internal real estate, you know, it just appreciates, it doesn't – it doesn't diminish. You never get – you never get dumber than you were when you started.
(laughs)

Dr. Dave: (laughs)

Pat Pearson: You only get smarter, you know.

Dr. Dave: Yeah, yeah. That's a good point.

Pat Pearson: Yeah. So what do you have to lose? Come on. You know?

Dr. Dave: Yeah, yeah. You raise a key question at the beginning of chapter thirteen, and let me quote, you say, "There's almost unanimous agreement that positive self-talk is important, but why isn't it enough? Why do millions of people who read a book on positive thinking still not get everything they want?" Now that's a great question, what's your answer?

Pat Pearson: Well, my answer is that they self-sabotage, you know, that they still have unresolved feelings. Is that in the self-release chapter? I don't have it in front of me.

Dr. Dave: I'm not sure, I'll – I'm looking. . .

Pat Pearson: Okay. Well you know, self-talk – like I said earlier. . .

Dr. Dave: . . .yes, that is the self-release chapter, yeah.

Pat Pearson: Yeah. Positive self-talk is necessary, it's not sufficient. We have to deal with our feelings, and those feelings of hurt, betrayal, anger, and it's usually unresolved grief, you know. We didn't get what we wanted in some area. We didn't get what we wanted – and grief, by the way, most people have a mistaken idea of grief. They think that you only grieve when someone dies. I don't believe that. I believe we grieve every time we don't get what we want. I believe you grieve when you try to get into your pants that don't fit, you know. (laughs)

Dr. Dave: (laughs)

Pat Pearson: I believe that you grieve when you – if you're trying to build a business and you're trying to recruit people and people say no. I think you grieve when, you know, things aren't going the way you want them go in your family.

So I think that all these feelings that we have that we don't like very much because they're messy and unpleasant, we don't really want to deal with them, are the subtle saboteurs, if you will, and they are why that just thinking positively isn't enough. You have to get out the negative feelings, express them and release them, and then come back and put in a positive orientation. Particularly for big issues, you know, for big issues, Dave, not, maybe the little things that just happen every day, but the big ones, you know. They will take up emotional time in your brain and you have to attend to them if you want to get through them.

Dr. Dave: Let me ask you about one more concept in your book before we wrap up here, and it's something you refer to as the drama triangle.

Pat Pearson: Mm-hmm. Mm-hmm. That's not – that's not my construction, that's from Stephen Cartman, who wrote about that in the '70's and the transnational analysis movement.

Dr. Dave: Oh.

Pat Pearson: But I think it – I credit him in the book. But I think it is particularly important when you're trying to understand relationships in business and in personal life, and that is you know, it's the whole idea of over-giving and then ending up feeling victimized and feeling like, you know, like you've been taken advantage of. It happens a lot in families, you know, somebody's the victim and you rush in to save them and then you end up becoming a victim and you basically buy a ticket and you take a ride around this triangle of rescuer, victim, and persecutor. And once you get in it, you play every role.

Dr. Dave: Mm-hmm.

Pat Pearson: So the key is to learn – understand it, and how you get in it, and give too much and don't set boundaries and don't ask for what you want, and don't say no to things and then be able to change that ahead of time. Because once you get in it, you tend to take your blows and go through the ride. And we've all done it, you know?

Dr. Dave: Yeah, yeah.

Pat Pearson: Good intention, good intention. Usually people get in for being an over-giver, good intention, but it blows up in our face and then we wonder how in the heck did I get here, you know? I was just trying to be good; I was just trying to be helpful. (laughs)

Dr. Dave: Right, right.

Pat Pearson: I was just trying to fix it for them.

Dr. Dave: Yes.

Pat Pearson: Well, that's always doomed, you know?

Dr. Dave: Yeah. Now you mentioned that you do corporate seminars.

Pat Pearson: I do.

Dr. Dave: Yeah, what sorts of topics do you cover in those? The same as we've been discussing, or. . .

Pat Pearson: Well, I – Yeah I'm hired by a lot of big corporations to work in sales, a lot, about stopping self-sabotage, upping their deserve level, because I believe sales people sell exactly what they believe they can sell.

Dr. Dave: Mm-hmm.

Pat Pearson: And if they don't believe it, they're not going to do it. No matter how much training they have, no matter how many people tell them they can do it, there's an internal glass ceiling. So I do the psychology of sales, and the psychology of leadership for a lot of corporations, and a lot of – particularly in home-based business and people who have to be positive or need to be – you know, see the value in it because they're generating their own income and if they're not doing it, they're going down for the count. Because you're selling – when you're in that kind of experience, you're selling not only your product, you're selling how people feel about you. And if you're not feeling really great, it's pretty hard to sell – convince somebody else that this is a great idea.

Dr. Dave: Yeah. Well as we wrap up, is there anything else you'd like to leave our audience with?

Pat Pearson: Well, you know I just want to challenge people, at this point in time, in our life history, in our cultural history. It's time to really be heroic. It's time to take up a challenge of deserving more and having more for ourselves, you know. The propensity is to let the fear get the best of you and to kind of go down for the count and have sort of a low level of depression walking around, but that's why I love the word heroic, you know. A hero's challenge is to find adversity and go through it and win. And where you can win is not in focusing on what's out there, but focusing on what's inside of you, and building up your own deserve level. Stopping your own self-sabotage, and then using those techniques to touch other people in your world. And it's a time that we all needed. So, that's what I'd like to offer to your people.

Dr. Dave: Well that's a great rap. Pat Pearson, thanks so much for being my guest on Shrink Rap Radio.

Pat Pearson: Can I share with you a little bit where to get the materials, if they're interested?

Dr. Dave: Sure.

Pat Pearson: Yeah. If people are interested in the book, Stop Self-Sabotage, I want you to go to my website, www.PatPearson.com and if you buy from me. You're going to get a free hundred dollar gift. So, a hundred dollars worth of gifts and you can also get it from Borders, or Amazon or any of the big stores out there, however, they won't give you the gifts. So, come to my website, let's get you started for a new year, and it's the least you can do for yourself.

Dr. Dave: Okay and I will put a link on my website to your website.

Pat Pearson: Oh, thank you! That's very nice.

Dr. Dave: So once again, thanks so much.

Pat Pearson: Yeah, it was good fun.

Dr. Dave: Okay.

Pat Pearson: Bye-bye.

Dr. Dave: Bye.