

Survival Skill : *To him who is in fear, everything rustles.*

Being able to navigate your mental and physical response to fear

How We Fear : *Courage is knowing what not to fear.*

Don't Panic, Surviving Fear (Fight, Flight, or Freeze)

Harnessing Fear : *Difficulties are things that show a person what they are*

Mental Armor : *For a man to conquer himself is the first and noblest of all victories.*

Kill Fear While It's Small : Get Off the X

Mental Resilience : *You don't develop courage by being happy in your relationships every day. You develop it by surviving difficult times and challenging adversity.*

Get out of problem mindset : SET AN EXPIRATION DATE, ACCEPTANCE, SHIFT TO THE SOLUTION MINDSET

Disrupter : something that mentally distracts you from the problem at hand - place, activity, time

Secret Service Mindset : *Pay attention to your enemies, for they are the first to discover your mistakes.*

1. Know Your Safe Houses : any place you can go to be safe and secure  
HOSPITALS, POLICE DEPARTMENTS, FIRE HOUSES, RELOCATION SITE
2. Know Your Routes : imperative for you to know how to get to your safe houses by heart
3. Know Hard Targets : Sears Tower, Yankee Stadium, or the Golden Gate Bridge
4. Know Soft Targets : school, restaurant, or movie theater.

If it isn't possible for you to reach an exit in the midst of a volatile situation : Hard Rooms (impermeable rooms where you can shelter out of sight, Bathrooms, pantries, or walk-in coolers - stop a bullet), Stairwells, Rooftops

Strategic Seating

1. Restaurants: don't like to sit in the middle of a restaurant
2. Movie Theaters and Concerts : never sit in the middle row or mid-center of the theater, look for the seat that is closest to an exit—not the primary exit, look for the exit closest to me and farthest from other people. I also pick an elevated seat because it gives me a better line of sight to see who enters the theater and what is going on. Whenever you attend a crowded venue, look at how many people are between you and your exit. Because they are going to be a hurdle that you might literally have to overcome

Making Your Plan

1. Assess : Identify two egress points
2. Evacuate : Map your exit route
3. Harden Up : find cover and look for anything durable—wood, steel, tile
4. Cover and Conceal: Identify the places you can hide
5. Fight: As part of your ve-minute assessment, look around and see what is nearby that you could use as a weapon if needed.

If You Must Fight, Then Fight : *We are twice armed if we fight with faith.*

Bulletproof Your Life : *If you do not expect the unexpected, you will not recognize it when it arrives.*

Becoming a Human Lie Detector : *Learn to be silent. Let your quiet mind listen and absorb.*

Liars say less because it's hard to create a story and then remember everything that was said

Reading People : *Eyes are more accurate witnesses than ears*

How to Spot a Liar : *Most people, in fact, will not take the trouble in finding out the truth, but are much more inclined to accept the first story they hear.*

How People Read You *The way to gain a good reputation is to strive to be what you desire to appear.*

It's Not What You Say, But How You Say It : *Be as you wish to be seen.*

Pace of Voice : *Fast: exudes nervousness, Slow: exudes power*

*Stop Trying to Change People*

Be Strategic : Schar used ve interrelated tactics to accomplish this feat:

1. He adopted a friendly approach, by spending time with the POWs at cafés or strolls through the woods.
2. He never directly pressed them for information, but rather allowed their conversations to ow naturally.
3. He spoke with a condence of “knowing it all,” which lessened the prisoner’s need to remain guarded.
4. He purposely misstated facts to see if the POW would correct him or add new details.
5. He never showed shock or surprise when new pieces of information made their way into the conversation—he always maintained an air of calmness and composure. Hence the poker face (more on this soon).

Undivided Attention - Make People Feel Special : *All men by nature desire to know.*

Commanding Respect : *Be modest in speech, but excel in action.*

your words are your most powerful weapon. But when it comes to commanding respect, sometimes it's best to hold your silence and simply show the world who you are through what you do.

Give People Their Privacy : The simple act of addressing people's shortcomings in private, rather than publicly, makes a world of difference in not only changing their behavior— studying harder, better time management, but also getting them to comply with what you need.

Ask the Right Questions : *The right question is usually more important than the right answer.*

The best way to ask open-ended questions is by TED.

1. Tell: “Tell me how your day was.”
2. Explain: “Explain what happened.”
3. Describe: “Describe your meeting with your boss.”

Action : *You can discover more about a person in an hour of play than in a year of conversation.*

Empathy : “When you show deep empathy towards others, their defensive energy goes down, and positive energy replaces it. That's when you can get more creative in solving problems.”

Mirror/Mimicry/Vibe : When two people fall into communicative sync, their verbal and nonverbal behaviors will align and mirror one another

Likability : If you're likable, people will gravitate toward you, opportunities will open up, and life will become easier in myriad ways. However, the sort of superficial liking that takes place on social media isn't genuine likability. When people feel that you're listening to them and taking them seriously, when they feel that you're empathetic to their struggles and willing to understand them—that is genuine likability. There is value in people liking you, both for them and for you.

Tactics of Influence : *Let us conduct ourselves so that all men wish to be our friends and all fear to be our enemies.*

People's Interest : Because we like people who are like us, But if you're struggling to find connection where there seems to be none, extending yourself in these small, subtle ways can go far in creating common ground when you need it.

Give People a Choice : People will be more willing to compromise and work with you if they feel that you've already extended courtesy and flexibility toward them, so offer autonomy wherever you're willing to give up control so you don't have to surrender it for those things you truly care about. Give when you can so you don't have to give when you don't want to.

How Others Influence You : *Know how to listen and you will profit even from those who talk badly.*

There's Power in Solitude

Problem with Comparing : Every ounce of energy you waste worrying about someone else's progress or performance is one less ounce of energy you can spend on yourself, on building your skills and making your own strides forward.

Being Presidential : *greatest virtues are those which are most useful to other persons.*

Conclusion : *In the end, when it's over, all that matters is what you've done.*