okay you win by far the most requested

breakdown of the last several months is

here Thomas Shelby if you're not

familiar Tommy Shelby is the mastermind

behind the peaky blinders gang and

Empire and while I think this goes

without saying don't be like Tommy in

every way he is traumatized violent and

all sorts of anti-social in many ways

but he does have two main traits that

can have a huge impact in your life

first he remains calm in the face of

incredible pressure which second allows

him to outsmart just about everyone so

what's first a into what you can learn

from him when it comes to staying cool

in pressure situations and then how you

can use your wits to come out ahead

spoilers through season five to follow

first off perhaps the most noticeable

thing about Tommy is that he rarely over

reacts in situations of extreme pressure

Tommy's calm nonreactive demeanor is

extremely unsettling to his adversaries

but even more important it's in this

remaining calm that he's able to put

into practice all of the other

strategies that were discussing in this

video so this piece is foundational now

Tommy wasn't born cool as a cucumber

none of us are he developed this trait

through repeated exposure to

life-threatening situations first in the

war and then over and over and over

again in the course of his rise as a

gangster the same principle applies in

our lives if we want to remain calm in

certain situations the most reliable way

isn't simply by focusing on keeping a

straight face or a deadpan stare in fact

the more you think about your facial

expressions when you're nervous the more

likely you are to actually blush so even

though people notice the unflinching

face the best way to get there is

through what's called exposure therapy

essentially you put yourself into less

challenging simulations of whatever

difficult scenario you're about to face

so if you're going to interview doing a

mock interview with a friend or even

touring the building that you'll be

interviewing in can go a long way to

calming your nerves on the big day or if

you want to be more comfortable in

social situations saying a single extra

sentence to a service person can

challenge you without triggering total

panic but Tommy's experience also shows

us what happens if you expose yourself

to overwhelming situations rather than

gradations of slightly more challenging

ones when overwhelmed you can become

traumatized and while you may retain

total coolness and

stressful moments you will inevitably

find destructive coping mechanisms to

deal with what you haven't faced and in

the later seasons we see Tommy's mental

stability breakdown as suicide becomes

more and more of an option so as you're

building towards fearlessness don't rush

into fast it can be counterproductive

now outsmarting people requires more

than just composure

Tommy often has to persuade people that

have every reason to hate him and he

exhibits three powerful tools that

regularly keep him in control the first

is his use of state breaking questions

watch OD Oddfellows want you to know

that any deviation from your

instructions will have consequences

you don't know when we're under pressure

our natural response is to go with the

flow and passively accept the

conversational pace set by someone who's

in a position of power over us however

in doing so we surrender our power

during that conversation which in a

negotiation usually leads to an

unfavorable deal this state breaking

question is a seemingly out-of-place

question that breaks the one-sided

conversational flow and from there

conversation is much easier to steer in

a new direction in this case

Tommy uses it to assert his power

despite the fact that he is imprisoned

visited your sister boy

interestingly when Tommy does have power

he doesn't allow others to divert it

away with their own state breaking

questions he simply continues down his

original path rather than answering them

he's a criminal profile to make his

actions explicable to the police as is

when did you worry about the police

Bobby Thomason who's gonna kill an MP

your life you probably don't want to use

this to introduce threats into a

conversation but it can be an incredibly

persuasive tool especially when

someone's emotional state is preventing

them from moving forward productively

for instance if someone is feeling upset

asking a random light-hearted question

can snap their state for long enough for

them to consider more empowering

possibilities and we saw this in the

video that we did on Tony Robbins

getting people out of depression what

makes you hate yourself is it the red

shoes well is it the red shoes

so keep this in mind when emotions yours

or someone else's get out of control

asking a seemingly irrelevant question

gives you the opportunity to retake

control of the situation and move it

towards a more productive solution now a

simple question isn't going to instantly

put someone on your side in fact other

people can be counted on to continue to

pursue their own agendas which is why we

often see Tommy get what he wants by

finding a way to align his needs with

the other person's for instance when he

wants to prevent Kimber from assaulting

grace he doesn't appeal to his decency

he says this she looks good on the

outside but just a pop yeah or watch

here as Tommy tries to convince another

faction to join him in a war against the

Italians he doesn't appeal to honor or

to doing what's right but to doing

what's good for Alfie Solomon still

there it's against the law if coming in

and they like what they see now in order

to do this effectively you cannot

imagine that other people want the same

things as you you must try to first view

the world from their perspective now I

know this may sound obvious but so few

people follow this advice instead they

offer others what they would want never

getting anywhere so before offering help

you need to make sure you understand the

other person's world which is why Tommy

comes to these meetings already

understanding the position and

temperament of the person that he's

going to be speaking to distillery

provides one tenth of your income

protection is another ten percent of the

rest you might realize drugs now you

keep it go in the drawer I know you keep

it beside the whiskey on now you offer a

day like that and if after all of your

research on someone you're still unclear

on what they want you can always just

ask them in the course of conversation I

want to know what you want one concrete

area that you can put this to use in

your own life isn't connecting with

someone that you might like as a mentor

say is CEO and influencer whoever the

internet makes it easier than ever to

get in touch with these people but it

also means that they get more of these

requests than ever before so rather than

the typical let's chat over

effie research a particular problem they

may have and then offer to me to discuss

how specifically you can help this is a

much much more effective way to start

that relationship but be even beyond

this particular scenario the point is

that one of the best ways to get what

you want is to seriously consider how

you can get other people what they want

it activates reciprocity and creates

allies that can open up incredible

opportunities now this brings us to the

next point when Tommy really needs

something done he doesn't just solve

someone's problem

he gives both the carrot and the stick

which is a much stronger motivation when

you're trying to affect large changes

watch proposal booked your Suites if you

need anything in this city just mention

my name also in the envelope is a check

for five hundred pound for your wife

with your body should you break the

terms the wife's like some people are

motivated more by the prospect of

gaining something others by the fear of

losing something and all of us are

motivated when there's a particular path

that it's wages both of those desires

which is why Tommy makes sure to hit on

both whenever he needs someone to be all

in on one of his plans you can see it

again here this time he does it in

reverse order if those guns reach

belfast your life in the force is over

when I've achieved what I've set out to

achieve

I will let you know what to find the

guns you'll be a hero you'll get a medal

this is a far superior persuasive

strategy than simply commanding or

threatening people and it's incredibly

helpful when you're trying to inspire

any group of people so whether it's in

school or work when there's a team of

people that you're trying to move

towards a common goal or if it's in

business when you're trying to explain

the value of a product that you're

selling don't just talk about what

someone can gain if they follow your

vision but instead on what they might

miss out if they don't now this takes us

to the last piece which is truly what

makes Tommy Shelby so unique and

probably why so many people love him and

it's his ability to turn trash into

resources lemons into lemonade zazz the

phrase commonly says but I wouldn't

actually use that phrase because it's

most often used to describe Mae

getting the best of a bad situation in

Tommy's case he makes a bad situation

better than if it had never happened in

the first place for example when there's

a failed assassination attempt on his

brother's life

he doesn't just look at the bright side

of things that his brother is alive he

uses that attempt to spread

disinformation telling everyone that

Arthur his brother is dead which buys

him time to recuperate and then

eventually surprise and kill that

season's big baddie

lukitch and Greta similarly Tommy is

told that he needs to kill his friend

Danny was being to avoid all-out war

with the Italian gangsters clearly a bad

situation but he makes it work out

better than if he didn't have to by

using it as an opportunity to fake

Danny's death which gets him a man who

can operate in London without anyone

even looking for him and it also gets

him a hiding place for the guns that he

stole at the beginning of the season the

supposed grave of his friend a place

that no one would even think of looking

now this might seem like could only work

in a scripted dramas but this strategy

of turning trash into resources is how

some of the most elegant and brilliant

solutions are created in the real world

and it can be a trash situation or it

can be literal trash like in the case of

boy and slot who is cleaning up huge

clumps of trash in our oceans now most

people see the problem of litter and

pollution as one that they might like to

tackle but the economics just don't work

until you have the breakthrough idea of

viewing the trash that you're trying to

clean up as a resource which is exactly

what Boyan did selling the massive

amounts of plastic that he finds in the

ocean to recycling plants cleaning up

the ocean and building a profitable

business in one fell swoop the point is

the bad things in your life may only

appear bad in a particular context if

you could put those things into a

completely new and different context you

can turn something that everyone else

overlooked into a valuable resource so

an extremely powerful question to ask

when you're frustrated or you wishes

circumstance wasn't the case is how can

the thing that I least want become

valuable towards another goal of mine

now as we talked about part of the

reason that Tommy can remain calm and

confident enough to come up with the

best solution to this question is that

he suffered serious trauma in World War

one but if you're interested in

remaining calm and confident

I don't having to go through any World

Wars I think that the fastest way to do

so is with our program charisma

University it is a step by step guided

program that is guaranteed to give you

more charisma and confidence in just 30

days and you can read all about the

details in the link below but usually

the strongest way to talk about a course

like this is to let the actual members

themselves do the talking so here are

just a few of the things that Cu members

have written in the first one is I had

confidence in some areas of my life but

not in others then charisma University

changed that for me since beginning the

program I have seen noticeable changes

in my life it has helped me unlock the

confidence that comes with knowing that

I can go into any social situation and

crush it it costs less than half the

price of one course at my college but it

has had far bigger impact on me than any

traditional class I've enrolled in now

this next one comes from a woman who

works as a clinical psychologist she

says I absolutely love the content that

Charlie has created and I'm happy to pay

for the modules I'm a clinical

psychologist looking for material that

could help my clients who have social

anxiety charli's material is exactly

what I was looking for so excited to be

a member of charisma University and this

last one comes from a guy who got

promoted to a senior position early in

his career he says I don't even have a

Bachelor diploma yet they want me to

fill this position and when I asked why

this was the answer

you have great social skills which is

rare for an engineer you can think quick

on your feet and you're open and

self-assured in your demeanor thank you

so much for all that you taught me you

have truly changed my life because

without Cu I wouldn't have qualified for

that position in a million lifetimes and

you could see more success stories like

those in the comments if you decide to

join the course if you do the course

comes with a 60-day money-back guarantee

which is 100 percent for any reason at

all and at 60 days even though the

course is only 30 because we want to

make sure that every single member truly

feels like they're getting a ton of

value from the course so if you want to

check the course out go ahead and click

the link on screen now or below in the

description we've had thousands of

members go through this course and get a

ton out of it and I'd love for you to do

the same either way

I hope that you enjoyed this video and I

look forward to seeing you in the next

one