



Ask yourself the questions:

- Are there any people in my surroundings who may get zero strokes when doing their best?
- What kind of efforts are they making?
- Do I give them enough attention for their efforts?
- Or do I take their efforts for granted?

Enrich other people’s lives

You can enrich the life of “zero strokes” people and make them feel important if you make sure they get strokes for their efforts.

This applies to:

- your partner
- your children
- other family members
- your friends
- your neighbours
- your staff
- your colleagues
- your boss
- your business contacts
- service-providers

This is what you do

- Learn to notice and appreciate the “obvious” work other people do.
- Try to understand the amount of effort involved.
- Show interest in “obvious” work.
- Try to imagine what would happen if “obvious” work didn’t get done.
- Try to imagine that you had to do this work.
- Learn to recognise what a substantial part of other people’s lives this “obvious” work takes up.
- Learn to understand the importance of other people’s efforts in the overall picture.
- Learn to see negative reactions from others as a signal that you are giving too few strokes.

Avoid zero strokes

Create an environment in your home and at work where everyone works actively to avoid zero stroke situations.

All work is worthwhile. Therefore, every good effort should be appreciated.

Create an environment which encourages development – give more strokes



Try to imagine what would happen if “obvious” work did not get done.