



How to Connect
(like a Real Human Being)

Your Summary



“Life is a highway”

How we do some things is generally how we do all things. If we're impatient on the highway, we're usually impatient at work. If we're prone to road rage behind the wheel, we are likely to lose patience with our family. We may be able to get out of this mindset of narrow self-interest through external reward (expressions of appreciation, a bonus, a promotion), but when the reward is gone, we often revert back.

Companies with engaged workforces are proven to be more profitable. Communities that encourage dialogue tend to thrive. What if there was a sustainable philosophy that could increase engagement through intrinsic and not external reward?



“Did you enjoy the seminar?”

It is likely each of you took something different away from the presentation. We are continually developing keynotes, workshops, eCourses and a book series based on applications of RHB. If you have some feedback or a story to share, please send an email to seminars@realhumanbeing.org Examples:

- Did RHB cure your road rage?
- Do you have a hero in your life you want to honor?
- Is there an application of 3rd gear we haven't thought of yet?
- Did you teach the gears to anyone at work or home?
- Did RHB help you sell better?
- What happened when you wore your pin?
- Did the talk change your behavior? How?

Applications of RHB

- How to Drive (like a Real Human Being)
- How to Connect (like a Real Human Being)
- How to Network (like a Real Human Being)
- How to Sell (like a Real Human Being)
- How to Innovate (like a Real Human Being)
- How to Mediate (like a Real Human Being)
- How to Parent (like a Real Human Being)
- How to Learn (like a Real Human Being)
- How to Believe (like a Real Human Being)





“The gears”

First gear is the gear of narrow self-interest. “What’s in it for me?” “That’s not my job” “I’m not letting anyone merge in front of me” gear. It’s the gear of self-entitlement and arrogance, workplace bullying, sexism and racism.

People who drive in first gear consider others as obstacles and irritants. All of us are in first gear from time to time; it’s how long we spend there that matters.

Second gear is the gear of external reward and punishment. Contracts are based on second gear; “An honest day’s work for an honest day’s pay.” It also means revenge for perceived grievances.

People who drive in second gear are courteous...to a degree. When they let you merge, they want something in return: a thank-you wave. The hazard of second gear: when we don’t get our wave, we may revert back to first gear. And we label others and build silos.

“Where is the gold standard of reputation?”

Third gear is the gear of intrinsic reward; the gear of employee engagement. These are people who don't tie their actions to an immediate and a 1:1 expectation of appreciation.

Because it is an intrinsic reward mindset, the key to a 3rd gear training success is:

- Role modeling (1st gear leaders create 1st gear employees)
- Peer pressure (a company or a community where it is embarrassing to be in 1st gear)
- Continual practice (the more opportunities people have practice a process, the faster they will master it)



“What is your reputation?”

We take our reputation with us from company to company, industry to industry, and country to country. In a multicultural and mobile workforce, it is important to understand that a good reputation is as important as a resume.

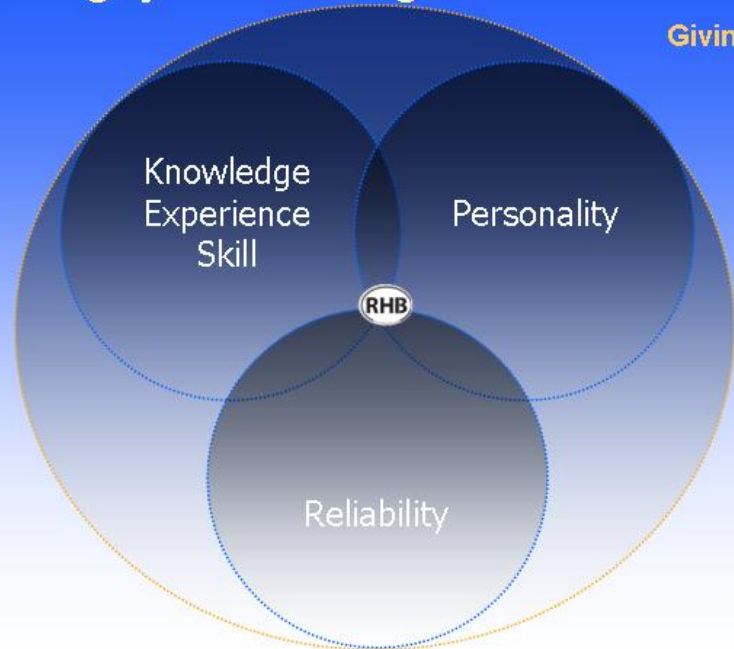
There are hundreds of ways to say “good guy” in different languages but they all mean the same thing. This is a person of knowledge, integrity and empathy who thinks about others as well as themselves. This is someone you will refer others to for advice and help. You do this because they make you look good.

Amazing women/Good Guys get promotions, jobs, customers and referrals.

The only rule is ... you can't call yourself a “good guy or an amazing woman.” But you can call yourself a RHB.

A good guy/An amazing woman

Giving Back





“The origin of RHB”

Dr. Adi Treasurywalla attended a medical conference in Boston. He was asked to list his credentials for his nametag and requested PhD, BSc, RHB.

The president of a large company enquired about the RHB almost immediately. “Real Human Being”, Adi replied. The nametag was the hit of the show.

What if everyone in your company or community connected based on character and not their position, education, religion, gender, age etc?



Did you notice the B in RHB is a 1 and a 3? It means you should try to move from first to third gear.

“What is a hero?”

It seems these days everyone gets called a hero. An Egyptian fisherman refused a year’s salary as a reward after saving CEO Gil Blutrich’s son from drowning. Faron Hall refused an award when he saved a boy in a river in Winnipeg.

Why? Because the reward was the thank-you wave and the fisherman didn’t do what he did for the wave (second gear.) He did it because it was the right thing to do and that’s who he was; a third gear guy.

The lady in finance, the guy in HR, the new hire, all may be heroes. Watch their face when you take the time to thank them, they might be surprised and pleased at your “wave” but they’d do what they do even if you didn’t give them something in return. They inspire us because we know they are something special.

They’re heroes. They’re in third gear.





“The code of the Real Human Being”

Dr. Lisa Studnicki wrote down three guidelines. They are the key to staying in third gear and being an amazing woman or a good guy. They are the key to knocking down silos within your company.

Assume everyone is intelligent
Have passion for what you do
Get over yourself

Want to inspire your kids or your employees about being a third gear good guy or an amazing woman? Read [this](#).

“Get engaged”

Move your employees or your citizens towards third gear. For more information on having a presentation and on the RHB eCourse and training, please contact us. info@realhumanbeing.com

Sign up at www.realhumanbeing.org for our newsletter and information about events in your area.

Want to be a RHB speaker? Information on the RHB Ambassador program at www.realhumanbeing.com



Authentic Actions.

Sustained Success.

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(SCOOF)
KRUGER



"HE WAS A GOOD GUY"

"A man may fail many times but he isn't a failure until he begins to blame somebody else." - JP Getty