

May 2024

Dear Friends,

Have you ever heard that of the people you encounter, around 20% will like you and 20% of people will not like you, no matter what you do. That leaves 60% of the people you meet being in the middle that you can influence either way.

That is where your attitude and perception come in. Friendly to others? Interested in them? Keen to listen to their opinions – I bet the middle ground 60% will soon like you.

Whereas if you are unfriendly, suspicious and fixed in opinions (not to mention abuse, argumentative, victim mentality ... the list goes on) then let's face it the undecided 60% won't like you.

How great is the world if 80% of the people you meet on a day-to-day basis like you? They might help you and want to have a good time with you ;)

However, on the other hand just briefly think how bad it would be if most of the people you meet actively don't like you?

### YouTube Video of the Month

**SUMMARY**

**CHRIS WEATHERBURN**  
Get the most out of your life!

**HIGH FLYING SALES**

**PAUL ADAMSON**

**WHAT EXCEPTIONAL SALES PEOPLE KNOW AND DO**

In this book, a similar concept is described in terms of sales. People who like are described as raving fans and indifferent people who are sitting on the fence. The suggestion is to reduce the number who dislike you, which is clearly a good idea but predominately focus on building raving fans. In terms of living your life I would suggest being true to yourself rather than aiming to appease people who don't like you.

I really selected this as my YouTube video of the month as it was my cousin's book that I summarised; he honestly didn't know I was making this. If you want to see brief pictures of me with raving fans and some token people I chose to represent as not liking me, feel free to check out the video above.

### X of the month



You don't need to work in the NHS to feel this way! Such a relatable Tweet by [@JohnMoynes](#) shared by [@InternetH0F](#).

Practising mindfulness and being kind to yourself is the way to overcome the rage when you want to throw a printer out the window. I genuinely believe if you are also nice to other people, see the best in others and respect them you will encounter an upwards spiral of positivity. Why not be kind to someone else and forward this newsletter to your friends so they can sign up by [clicking here?](#)

**Website of the Month**

<https://www.pauladamson.com/high-flying-sales>

If you want a free copy of my cousin's book, check out his website. He has a nice funnel going on there and is an inspiring speaker.

Have a lovely month,

Chris



**Chris Weatherburn**

Get the most out of your life!