

N.Y.B.L. Podcast Ep 151 (HOW NARCISSISTS BUILD TRUST)

[00:00:00] **Rebecca Zung:** Coming today on Negotiate Your Best Life with Rebecca Zung. Again, it won't last because as soon as they lock you in, and as soon as they get to that next step. They, they won't continue to do that, and especially the covert narcissist. So the big questions are these, how can we navigate and negotiate every situation in our lives, in our career, in our businesses, in our relationships, and even with ourselves for our own self worth?

[00:00:31] In other words, what if you could win every time and have no losers? Let's face it, we're not negotiating just to buy a car or for a pay raise. We are negotiating. Living in every aspect of our lives, how can we do that powerfully, successfully, and victoriously? Those are the questions, and this podcast will give you the answers.

[00:00:53] My name is Rebecca Zong, and welcome to the time where you negotiate your best [00:01:00] life. Welcome to another episode of Negotiate Your Best Life. I'm Rebecca Zung. In this episode, we're gonna be talking about the ways that narcissists pull you into their web. How do they trap you? In other words, how do narcissists build trust?

[00:01:25] All right, so what do they do? Number one, they play on your emotions, right? , they know what to do to read you. They don't, they don't feel anything for your emotions, but they know how to act like they feel for your emotions. So they start off by conditioning you. They start off by reading you, they start off by love bombing you.

[00:01:55] This is whether it's a business relationship or a personal relationship. By the [00:02:00] way, I was in a business relationship with a narcissist. , it's, they are chameleon. They know how to read you. They know how to become exactly what it is that you want. They're actually kind of becoming you in a way, right?

[00:02:21] They're expert at experts at becoming exactly what it is that you would want, so they make you. Feel like you are the most special, incredible, amazing human being on the planet. They, they say all the right things. They make you feel like, oh my gosh, the, the stars have a line. They rock your world. It, you know, soulmates, where have you been?

[00:02:54] This is unbelievable. Truly, [00:03:00] you. They may even tell you that they love you before your first date. You know, I mean, even if they don't, they don't mean it, but they say all of these things to try to gain your trust, right? They know what to do to appear trustworthy from the beginning. . So they may even l you know, withhold information.

[00:03:34] Of course, you know, they, they're not gonna tell you the bad things about their past. For example, you know, a great, uh, example of this is that mini series, uh, dirty John. I don't know if any of you might have seen that or heard it. It was a podcast initially and then it was developed [00:04:00] into a mini-series. It was a true story, but you know, that guy didn't tell the woman anything about his horrible past where he had been in prison.

[00:04:11] All of these things, you know, they're not gonna tell you anything. That, that might be bad because they wanna gain your trust, they wanna gain your confidence. You know, they take advantage of people. They use information that they've been told in confidence a lot of times. So, you know, and, and lying, of course, they have no problem with that either, right?

[00:04:37] So they'll lie, they'll withhold information, they do whatever it is that they need to do. to play on your emotions. Charm, charisma, abounds. You know, a lot of times they're pretty smooth, right? So that's number one. They play on your emotions. They love bum, [00:05:00] you. All right? So number two. Second way that they build trust is they will, they will make great first impressions.

[00:05:12] You know, once again, , they will right away show up. They, they show up exactly the way that you, they present themselves the way you want them to, because again, they're really excellent at reading people. They've been doing this as a survival skill. since the beginning of time, since they knew that this was something that they were gonna have to do at the beginning.

[00:05:46] So they, they, they'll be punctual if they need to. They, they usually are very well dressed, very well groomed. They know that first impressions are really important, so they start [00:06:00] to build trust that way. Now, this doesn't last very long. because as soon as they've locked you in, as soon as they get to the next level, that's when they start.

[00:06:12] They don't, they don't respect your time at all. They'll start being late. They'll start being like, oh, you're so needy. You know, all of that sort of thing. But in the beginning, right away, they make really great first impress. ,

they tell you how much they respect your time. They tell you how much they love your company.

[00:06:33] They tell me, they tell you all of the right things, right? Super prepared. They, they, they'll even tell you, being prepared is key. They'll even tell you how much integrity they have. They'll use words like integrity, you know, they know how to be one step ahead. They'll show you how organized they. , all of those things, they'll do that [00:07:00] to build trust.

[00:07:01] Again, it won't last because as soon as they lock you in and as soon as they get to that next step, you know, they, they won't continue to do that. And especially the covert narcissist, as soon as they get to that next step. One of the things they'd become is very passive aggressive and you know, I saw this in my business relationship with a covert narcissist.

[00:07:27] you know, they'd agree to do things and then just not do them. You know, that's a passive aggressive move. Right? But great first impressions. Great First impressions. Coming up more on Negotiate your best life with Rebecca's own, we as their targets, their victims, whatever. Sometimes we just want to believe them so badly, especially.

[00:07:58] You know, if you're [00:08:00] really attached to this person back to school season is coming up, which can be difficult for those going through a divorce, especially when child safety is a concern. And here to negotiate your best life. My mission is definitely one to help divorce cup. Both prepare, especially when narcissists are involved.

[00:08:21] And as you all know, I've partnered with Soberlink for a long time, and soberlink is a system which helps with alcohol monitoring. It includes a breathalyzer device with facial recognition. It allows you to receive real. Updates and help co-parent so that you know monitoring can be involved anytime, anywhere.

[00:08:46] Swift intervention to improve child safety and they're offering free packets right now. Go grab them. They've got checklist, communication tips and more. Get your free packet right now, [00:09:00] soberlink.com/negotiate. Are you struggling? With how to negotiate and win. Maybe you're dealing with a personality that's particularly challenging, like a narcissist or other high conflict personality, and you're feeling powerless.

[00:09:20] Make sure to download my free win my negotiation cheat sheet at [www win my negotiation.com](https://www.winmynegotiation.com).

[00:09:36] Take a listen to our archive where you can listen to more episodes that show you the path to how to negotiate your best life. They, they like to turn things around so that they become the victim, especially if they are under attack. For their own behavior and now we return to today's [00:10:00] show.

[00:10:06] Number three way that a narcissist builds trust is, you know, they're excellent liars, so they will lie about accomplishments. Their intentions, their feelings, you know, great with future faking. So they'll have lots and lots of conversations about all the things that they want in the future. It'll be all the same things that you want.

[00:10:42] So they're building trust that way as well, because you think, wow, this is exactly the same kind of future that I wanna have. I feel like this is an, an amazing person, you know? And, and they do that of course to make [00:11:00] themselves look better. And, you know, again, it's, it's a manipulation because everything that a narcissist does is a manipulation.

[00:11:12] And if you agree with me on that, put agree in the comments because, . You have to remember that everything a narcissist does is a manipulation, right? Everything a narcissist does is a manipulation. Every time they try to love bomb you every ti time, they apologize to you. Every time they try to do something good for you.

[00:11:40] It's a manipulation. Unfortunately, I. You know, and I get, you know, it is a spectrum. So obviously there are times that maybe they feel some twinge of something, but you know, if they're full-blown [00:12:00] narcissistic personality disorder, it's all a manipulation. Okay? So number three is they're very good liars.

[00:12:08] That's the third way that narcissists build trust. . Right? So that's number three. Number four, this is the last way that we're going over today, that narcissists build trust. And I've been alluding to this and mentioning this a little bit. This is, you know, the number one way that they're really, really good at being able to build trust.

[00:12:41] You guys know what it is. What do you. it is that they're really, really good at reading people. Really, really good at reading people, and this is because this is a survival skill that they had to develop [00:13:00] very, very young in life because you know, it was something, you know. You know, exposed to a lot of trauma and they felt like they had to survive.

[00:13:18] And in order to survive, in order to be able to manipulate people, they had to develop the skill of reading people. And you know, so I say to people all the time, . You know, Malcolm Gladwell talked about in his book Outliers that it takes 10,000 hours to achieve mastery. And I always say that 10,000 hours, if you're only doing it, you know, with putting in time for sleeping and eating and ha taking time off and having meals and you know, I guess I said eating already, but you know, having a little bit of a life or something.

[00:13:58] It's like four years. , [00:14:00] you know, like the Beatles spent four years in Germany before, like they became famous and that's why they were already at like mastery level when they were be, you know, became famous. And, you know, they, they had all, he had all these different examples in his book, right? Well, four years, it's nothing.

[00:14:22] You know, by the time a narcissist is an adult, they've been doing this forever. They've achieve. Mastery many, many years before that. So they're really excellent at reading people. They're really excellent at doing exactly what they need to do to future fake, to make the promises, to manipulate, to say what they need to, to pretend like they have empathy, you know, all the things that they need to do to say so that they can.

[00:14:57] Present themselves, like I said, as a [00:15:00] chameleon, as mirroring you, as becoming whatever it is that they need to become, to be, you know, build that trust with you. Okay? So even though they have no intention of keeping their promises or. , you know, whatever it is, they can make these huge, grandiose promises because they don't plan to keep them anyway, so who cares, right?

[00:15:31] But you know, we as their targets, their victims, whatever, sometimes we just want to believe them so badly. Especially, you know, if you're really attached to this person. You know, you, you keep going back because you, you, you, if you love them or you're in a relationship with them, or you have a life with this [00:16:00] person, you, you, you know, you're bonded a lot of times trauma bonded.

[00:16:04] You think, Hey, maybe this time is different, you know, and so you, you keep going back there. And so you've built that. That's how they build trust, right? Um, and. . You know, a lot of times they use these tactics like guilt, tripping, and gaslighting, all the things, the, the, the playing, the victim, all of that, right?

[00:16:32] Um, but they are very, very good at reading people. So they do whatever they need to do to. Get people to do what they want them to. And then, you know, they push them away, push them away, push them away. And they'll even say, I don't, I don't want you anymore, blah, blah, blah. And then as you, you're finally, you had enough, they pull you back in, pull you [00:17:00] back in, right?

[00:17:01] So they're very, very, very, very good at reading people. And that's how narcissists build trust. That's how narcissists build trust and they, you know, they go hot and cold. It's so maddening. That's why you end up feeling completely drained. I know I've been there. That is why I'm on this mission. That is why I do what I do, because.

[00:17:41] it is literally the hardest, most horrible thing that you'll ever have to deal with in your life. And because I've been there, because I know how you you feel, because I know that you're [00:18:00] completely and utterly drained. I want to help. I want you to get the help and support that you so desperately need, and especially if you're having to negotiate with a narcissist.

[00:18:15] You cannot negotiate with a narcissist as you would a regular, reasonable person. You just simply can't. Thanks for joining me on this episode of Negotiate Your Best Life. I'm Rebecca Zung. If you like this episode, we'd love it if you would subscribe and write us a stellar review and rate us if you.

[00:18:44] Would love to join us on our YouTube channel. We'd love that as well. You can find me at [youtube.com/rebecca zung](https://youtube.com/rebeccazung). If you would like to get my free ebook, you [00:19:00] can do that at @crushmydeal.com, and if you need extra support, you can find that at Better Help slash rebecca z. We receive commissions on that. They are a sponsor of us, but you don't pay any extra.

[00:19:21] We just want you to have the help and support that you need and you, we wanna recommend services that we trust for you so that you can get the help and support that you need. So remember that today is a great day for you to start negotiating your best life, and we will see you back here again next Monday for another fantastic episode of Negotiate Your Best Life.

[00:19:55] For listening to today's episode of Negotiate Your [00:20:00] Best Life, I'm Rebecca Zung. Tune in next week for another edition of Negotiate Your Best Life. Remember, if you want more ways to slay and you want more ways to be supported, you can always. Join my membership at @joinslay.com slash slay. You can always subscribe to my YouTube channel and you can

always grab my free crush, my negotiation prep
worksheet@winmynegotiation.com.

[00:20:29] Remember that today's eighth. Great day to start negotiating your best life, and I will definitely catch you in the next episode of Negotiate Your Best Life. Thanks so much for listening.