

N.Y.B.L. Podcast Ep 260 (5 Subtle Things You are Saying That Make You Look Weak)

[00:00:00] **Rebecca Zung:** Welcome back to my channel, everybody. And today's topic is five subtle things that you're saying that actually make you look weak. Yeah, I know. There's actually some things that you say in your conversation that make you look weak. And we're going to be talking about that today. So you don't want to be giving away your power and conversation.

[00:00:28] And there are some subtle things that you do not knowing it, of course, not on purpose, of course, but things that you can be doing in conversation, especially with toxic people, especially with narcissists, especially with people that you don't want to be doing this with. Yeah, so you want to make sure that you are in the most powerful position possible, in the most authentically powerful position possible, and [00:01:00] that's what I do with you right here on this channel.

[00:01:02] I'm Rebecca Zung. I have been recognized as one of the top 1 percent of attorneys in the country. I am the author of the bestselling book, Slay the Bully, How to Negotiate with a Narcissist and Win and Negotiate Like You Matter. And if you're new here, welcome, welcome, welcome. And if you haven't subscribed, do that now, subscribe, hit that notification bell, because we are all things empowerment and living your best life, negotiating your best life.

[00:01:28] So today we are talking about ways that you might be giving away your power. And number five is going to surprise you. We're going to be talking about, um, five subtle things that you might be saying, doing that make you look weak or give away your power. And so it's really important the way you use language.

[00:01:53] And I saw this in court so many times. I saw this in mediation so many times. And [00:02:00] especially in disempowering in, uh, you know, in high conflict scenarios, right? Or situations where you're dealing with toxic people, whether you're negotiating a contract or you're standing in your living room, you don't want to be using language that could potentially make people think that you're weak.

[00:02:17] Body language is another thing, right? But even just language in general, language in general. So the first thing is over apologizing, over apologizing. And you know, especially women. I hate to say it. I hate to say it against my own gender, but it's true. You know, we often, you know, like we get run into the back by a shopping cart, but you know, At the grocery store and we're the ones saying, sorry, what the heck, you know, but that happens, right?

[00:02:51] So even when an apology isn't warranted, we're over here saying, sorry, you know, there's times we could be saying, excuse me, there's times that [00:03:00] we could be saying. You know, thank you for the invitation. There are times when we could be saying thank you for your patience. You know, there are times when we're, like, they're, they're, But there's things that we could be saying other than sorry.

[00:03:16] That's my point and I want you to be thinking about that. And, and so really be looking at ways that you can substitute, you know, something other than sorry, right? Because you want to be standing in your authentic power and not be You know, constantly saying sorry, and I remember I had an assistant in my office and I think she thought she was being nice because she just kept saying, sorry, sorry, sorry, sorry, sorry.[00:04:00]

[00:04:00] And honestly, it would get on people's nerves after a while. And I think that, you know, that's not. something that you want. You don't want to be like almost like a pansy or a doormat, right? So you got to be careful where there's times where you can offer substitutes instead of saying constantly, um, sorry.

[00:04:27] All right. So that's the first one. The second one is self deprecating humor. There are times that it can actually be good. To use self deprecating humor. There are times that you definitely want to look humble. You want to look modest, you know, and it can make you look likable. And I think that's a lot of times why people use it.

[00:04:48] But, you know, putting yourself down constantly can also work to your detriment. [00:05:00] And a lot of times even in jest, it can signal to others that it's acceptable to do the same. And then they start putting you down too. And you don't want that. You don't want other people to start looking down on you. You don't want other people to start thinking less of you.

[00:05:21] You don't want other people to start thinking they're probably not very good at what they do. Like, you know, if you start saying, well, I'm really disorganized anyway, or something like that, and then they'll go, well, that

person's really disorganized, you know, so you don't want. You don't want to say things like that about yourself, even in jest, you know, or, uh, I, you know, I'm not really, I'm terrible at math, you know, Oh, well, I'm definitely never hiring them.

[00:05:51] You know, you just want to be careful about, you know, using that, uh, that [00:06:00] self, uh, deprecating humor and, you know, just use. Self affirming humor or be careful about the kinds of statements that you make about yourself, right? Um, well, I'm actually pretty good at that, you know, or something like that. But, you know, not saying it in a way that's like comes off sounding conceited or narcissistic or whatever.

[00:06:26] But, you know. There are times that you can make jokes that don't are aren't always at your own expense, right? Okay, the next thing is Hedging language, hedging language. And what is that? What is that? That's, you know, I think a lot of times we are trying to not come off as like too bossy or too forward or, or like [00:07:00] right in there.

[00:07:01] So we say, maybe we could just, or, you know, you can do this if you want, or we don't have to, or I just think, or, um, you know, only if you want, you know, that's kind of hedging language. I just kind of, kind of, you know, instead of do this or this is how it should go. I think, I think. Or I know people want to feel like they're hanging back because they think it's going to present as more likable, as less confrontational, as less aggressive.

[00:07:54] So they sometimes [00:08:00] end up coming off as not confident. I actually was just, I have a certification program, which is amazing, by the way, I'm not going to be self deprecating and say, Oh, it's not that great. I'm going to tell you, it's fantastic. I have a high conflict negotiation certification program, which is fantastic.

[00:08:23] And you can go to highcontra.com and figure out more about that. But I'm going to just tell you that I was actually just, you know, doing some of the final observations of some of the coaches because part of the program is doing some live role plays and I was having a conversation with one of the coaches because as part of the live role play, you know, she was actually, she had some fantastic ideas, fantastic ideas, [00:09:00] but she was really kind of hanging back and she was really well, you know, you could do this if you want to, but you know, you don't have to, and really sort of soft spoken and, um, And I said to her, I said, you know, if you're going to be a coach, people want to feel confident in their coach.

[00:09:24] They want to feel like their coaches supporting them, leading them. He's somebody that they can count on somebody that they can count on as a guide who's going to help bring them into their future and somebody that can lead them with confidence with directness and. So I told her, you've got great ideas, present them, be assertive, you know, and so she was like, yeah, I know that I do that.

[00:09:55] So I'm going to say to you the same thing, you know, I'm [00:10:00] encouraging you to state your opinions. You can do it in a way that is not, you know, in a person's face, you can do it in a way that's respectful. There's always a way to do it with warmth, with respect. With kindness, with goodness, you know, just assume that you are a good person.

[00:10:25] Know that it comes from your heart and then it's, it'll all fall into place. So does this make sense?

[00:10:45] I've said before in, um, other videos, you know, when you guys comment, it helps the channel and helps the growth, but it also helps you guys. It helps each other because then you can start sparking conversation with each other. You can start supporting each other. It [00:11:00] builds community. And this is a community that needs help.

[00:11:03] It needs support. It needs you. We need to not feel isolated. We need to have. a group of people that we know that we can go to. That's why I started Narcissist Negotiators with Rebecca Zung, which is my online Facebook group, which I highly recommend that you join. So please come and join us. So we want you there.

[00:11:25] And, you know, and if you need phrases for disarming narcissists, get those, uh, from me, disarmthenarc.com, because they're amazing. They'll help you for, for texts, emails. conversations, all of that. The next thing is seeking validation, seeking constant validation. If you're constantly saying, how'd I do? Do I, you know, I, I remember I did, um, an interview with somebody one time and she was like, Oh, the only thing that I'm needing is I'll need you to validate me a lot.

[00:11:57] I'll need you to pat me on the back, you know, quite a bit. [00:12:00] You know, there's a difference between seeking constructive feedback and needing constant validation, constant validation. Tell me I'm great. Tell me I'm good. I mean, that's, you know, what narcissists need, that constant adulation, that black hole, right?

[00:12:17] Trust your judgment. Reduce that need for external validation. Know who you are. That's so important. So important. Okay? Because otherwise it makes you look weak. The next thing is, and this is number five. Number five is going to surprise you a little bit, but it's true, right? Deferring decisions. Saying, Oh, I need to talk with so and so.

[00:12:51] I need to talk with my husband. I need to, you know, I don't have agency to make my own decisions. You [00:13:00] know, deferring decisions can erode that sense of, like, I've got the power in my own hands. Um, so, look at how you can start to make at least small decisions on your own. And, or that maybe you have the power to make decisions before you walk into a meeting or before you walk into a situation.

[00:13:23] So that it, it appears that you have agency, that you have power. And that way It doesn't appear like you don't have power in your own hands, right? So you can manage situations a little bit differently. All right. Body language is also a really, really important thing. Um, how you carry yourself, how you present yourself, the way you look at people in the eye, the tone that you use is also really important.

[00:13:55] Uh, you know, how you present yourself, [00:14:00] how you stand, how you sit, open, a little bit more open, not slumping, not like this, right, smiling, being warm, even if your heart is beating a thousand miles an hour, you know, go scream in the shower, cry in the pillow if you need to, but never let them see you sweat, you know, like the old commercial probably It is what it is.

[00:14:26] Uh, so, you know, if you found this helpful, make sure you like it, make sure you share it. There's so many other people who need this information, who need access to this information, use it, make sure you, you have it. Make sure you save it, share it, whatever. You want to have power. You want to have authority.

[00:14:45] You want to have real power, not that fake power that narcissists have where they're like trying to have authority over people. You know, that's not real power. What we're going for here is real, true power. We want you to [00:15:00] maintain your empathy, maintain your, the true heart that you are. But also have expertise, also have authority, also really know where you're going as a human being, which is that authentic true self that's deep inside of you that's crying out and saying, it's time.

[00:15:22] It's time for me to shine. You know, you were born for more. right? You know, you were born to shine and, and, and, and serve at the highest level

of your soul. And that's what we're going for here. So if you haven't subscribed over here and hit that notification bell, what are you waiting for? The next video that I want you to watch is stop saying, sorry, say this instead.

[00:15:46] Stop saying, sorry, say this instead. It is so time for you to live at your highest, truest self, your highest level of power.