

N.Y.B.L. Podcast Ep 212 (NEW SLAY THE BULLY HOW TO NEGOTIATE WITH A NARCISSIST AND WIN)

[00:00:00] **Rebecca Zung:** Are you dealing with a narcissist in any kind of a setting, whether it's professional, whether it's personal, in your family? I know the pain. I know the drama, the trauma, the chaos. I have been there. I have been exactly where you are. I know what it's like to be in the middle of the night, that pit in your stomach, that nausea, that feeling.

[00:00:29] And I know what it's like to feel like you're being bullied. The life is being drained out of you. And so in this episode, I'm going to talk about what you have to do to slay that bully, how to negotiate with a narcissist and when. Hi, I'm Rebecca Zung, and I'm an attorney. I've been recognized by U. S. News as one of the best lawyers in America.

[00:00:59] [00:01:00] And I have a brand new book, Slay the Bully, How to Negotiate with a Narcissist and Win. And I want to invite all of you to my live launch event that is coming up, and it is coming up on September 30th. And I want all of you to come because this is a movement. This is a revolution that we are starting.

[00:01:28] And so I want all of you to come and It is going to be at

[00:01:36] slaythebullylaunch.com that you can sign up and join me live. So make sure that you sign up and join me live for that. And by the way, if you haven't subscribed, make sure that you subscribe here and join and hit that notification bell. This is so much. becoming your community. I want [00:02:00] you to find your place, find your home here.

[00:02:02] One of the things that narcissists do is isolate you. And I don't want you to feel isolated anymore. I want you to feel like you have a place. So here's the thing. Here's one of the ways that I want you to start knowing how you can slay that bully. And that is Understanding the power of knowledge, understanding the power of starting to step one.

[00:02:32] Don't run. Step one. Don't run. Step two is making that U turn and step three is breaking free. So step one is knowledge boundaries, seeing them for who they are. And this is all part of that S. L. A. Y. methodology, strategy, leverage, anticipate, and focus on you. But don't run. You're course correcting. You're turning things around.

[00:02:59] You [00:03:00] are stopping this conditioning and understanding that They started right from the beginning, conditioning you, mirroring you, charming you, being exactly what they knew you wanted them to be. And, and they're really, really good at that. They've been... This is a survival skill for them. So they started at the beginning becoming exactly what you wanted them to be.

[00:03:37] They read that in you. So you know, understanding that you can't take that personally. You can't feel guilty about that. You can't feel shame about that. They're very, very good at reading people. So you can't go, Oh my God, I have blame and shame [00:04:00] about that. I felt a lot of blame and shame. about that initially, you know, I felt, gosh, you know, I was supposed to be strong.

[00:04:08] I was supposed to be powerful. I was supposed to be this bad ass attorney and I didn't want to, you know, even when I started on YouTube, you know, tell my story, even at the beginning when I, I saw, oh my gosh. The first videos that were going viral, you know, I thought, Oh my gosh, it's how to negotiate with a narcissist.

[00:04:31] I thought, I don't know if I really want to be the narcissism queen. I, and, and I thought, okay, I'll do a few more of these. But then I thought. I know I don't really want to tell my own story of how I'd had a narcissistic business partner long after I'd already built this massive, huge, you know, practice as a divorce attorney where I was representing big, powerful people, right?

[00:04:55] But I didn't want to tell my [00:05:00] story about that because I felt shameful about that. I thought, how did this happen to me? You know, but it's because they're very good reading people. They're very good at knowing how to. Find that crack, find that crevice, and getting in there. And remember, they don't attach themselves to you because you have so little value.

[00:05:24] They attach themselves to you because you have so much. But once you see, once you see those signs, and once you know those signs, then it'll never happen to you again. And the truth of the matter is that Once you have

authentic power, once you know who you are, once you feel that power inside, then they can never touch you again.

[00:05:52] You know, there's a line in the Wizard of Vise where Glinda the Good [00:06:00] Witch is talking to Dorothy and The Wicked Witch of the West comes in and tries to be around Galinda and Dorothy and Galinda says, go away. You have no power here. And there's so much in that because basically what she's saying is you have no power around people who know who they are.

[00:06:27] You have no power around authentic good goodness. That's how it is with narcissists as well. When you know who you are, when you are authentically in your own being, they don't have true power. And really, it is power of the universe. It's the power of true, true love. It's the power of true heart. And, and when you're deep down inside, using the power of your [00:07:00] soul and you are authentically in your own zone.

[00:07:10] They don't have power because the power that they are putting themselves, you know, using is the power of scarcity. It's the power of fear. And that's not true power, you know, and that that's why they're so afraid to lose it all the time. And eventually you will figure it out. And that's what they're afraid of.

[00:07:39] They're definitely much more afraid of you than you are of them. So, you know, so step one is don't run creating boundaries, seeing them for who they are, starting to look at. It as if you're a third party starting to observe, almost like you're observing a child having a [00:08:00] tantrum on the floor and starting to demand that you be spoken to with respect.

[00:08:10] You can always say that. You can always start using phrases that are ones that are saying, Hey, this approach is not working for me. I deserve to be spoken to with a level of respect. I, you know, here are, um, some phrases that work. Like, I agree with you. I agree with you that, you know, this conversation is not working.

[00:08:38] You know, we can continue this, this conversation when. When, when you are calm, you know, or with, if they say something like, you know, you are not very good at what you do or something like that. You can just say, you know, thanks for the feedback, you know, you [00:09:00] don't have to engage. You don't have to say anything at all.

[00:09:05] You don't just the point is. Don't allow yourself to be triggered. Don't allow yourself to be baited. Just, you know, pretend like you're reporting the news. Never explain, justify, or overshare, right? Just the facts. So that is step

one. Don't run. Step two, make a U turn. This is where you are starting to turn things around.

[00:09:32] You're starting to move forward. This is where you start making that, you know, you start presenting agreements. You start using your leverage. Remember, S is strategy. So, S is strategy. And this is where you are actually saying, you know, that's part of your step one, right? And when you are making a strategy, you are making sure that you [00:10:00] have a clear vision.

[00:10:02] And a lot of times when you are dealing with a narcissist, you're very, very apt to feel like you're just on the defensive all the time. And when you're on the defensive all the time, you just feel like all you want to do is say, Uh, here's what I, I, I want, I don't, I want them to stop lying. I want them to leave me alone.

[00:10:36] I just, you know, all I want is a good lawyer. I just want, uh, you know, everybody to see them for who they are. Uh, you know, things like that. Those are not a cleaner vision for what you want. So a clear vision for what you want is, [00:11:00] you know, I want a settlement of, you know, 50% of the assets and I want it to be done within six months.

[00:11:12] And I want. You know, freedom from, you know, this situation and I want to be able to live in a home that looks like this. And like, what is it that you want? What is it that you want? Remember that football teams don't win on a good defense. The offense is what scores the points. So you know, you want to be the one creating that vision.

[00:11:44] What is it that you want? And that's how you can now start to create action steps and have a system for creating an action step, creating your action steps. But you have to have a vision first. L is [00:12:00] leverage, and that's where you get into your step two and making that U turn. How are you going to create leverage?

[00:12:06] And remember, leverage has to do with their supply. Diamond level supply versus coal level supply. So diamond level supply is how they look to the world, and then coal level supply is that, you know, manipulating you, making you squirm and how they, you know, that, that, you know, making you feel bad and they will keep coming back to you and using that cold level supply and getting that cold level supply as long as they're getting it.

[00:12:49] I mean, As long as they're getting it from you, they will keep coming back because it's a source. So the key is to figure out a form [00:13:00] of

supply that's more important for them to keep than the supply that they get from manipulating you and jerking you around, which is that cold level supply, and then threaten that source of supply.

[00:13:13] And that is How you, that's your strategy and, but you can't actually get, take that form of supply away because if you do, then your leverage is gone[00:14:00]

[00:14:36] and it's ethically manipulating the manipulator and that is the only thing that you can do and, you know, understanding that how narcissists think has to do with the formation of their brain as children. It's a physiological issue that [00:15:00] during childhood they had, they experienced trauma and when we are in a situation as human beings where we are presented with feelings that we need to, you know, feel like we are in survival mode.

[00:15:23] Our bodies feel like we need to either fight, flight, you know, are in fight, flight, or freeze. When that happens, our brains produce chemicals. So, you know, it's, it's cortisol, it's epinephrine or adrenaline, or maybe probably other things too, but if that happens on a regular basis, then it causes a rest of development in Children in the limbic system, part of their brain, and that is then what is referred to as narcissistic injury.[00:16:00]

[00:16:00] When that narcissistic injury is triggered, it can cause narcissistic rage, it can cause a number of issues, and then they're thinking from that part of their brain, and when that happens, they don't even necessarily know what they've done. They don't remember. Sometimes they do things that are not rational.

[00:16:21] You're interacting with that part of their brain at that point. It's black and white and what triggers them. It could be any number of things. It could, it could be that they feel slighted. It could be an eye roll. It could be potentially feeling like they're going to be exposed. But it could be anything.

[00:16:45] It could be nothing. And it's it could be something that you have no idea what it could be. Nothing that you could predict sometimes and but certainly [00:17:00] if they think that you're going to be against them, you know, if you're for them against them, you know. Once you're against them, you become public enemy number one, and they have to take you down before you can take them down.

[00:17:13] And they, the thing about that is that they will take themselves down to take you down. The myth is that they just want to win. And the problem with

that is That line of thinking is that it completely discounts and forgets about that coal level supply. It only takes into account diamond level supply. So that's the problem.

[00:17:47] People think, well, what is it that they want? I'll just give it to them and then I'll be done. And so what you end up doing is you end up giving away your leverage. You end up basically negotiating [00:18:00] against yourself right from the beginning. And so now, and by the way, they don't even appreciate it. They just feel entitled to whatever it is that you gave them at the beginning.

[00:18:11] So, now you've given away your leverage and you're still nowhere. You're actually behind. So, you have to think offensively and strategically from the beginning. Especially if you're dealing with a real narcissist. So, that's L. A is anticipating, and that is, you know, part of what we've already been talking about, but also anticipating that they're going to try to trigger you.

[00:18:41] They're going to try to bait you. They're going to be emotional. They're going to be like this. So having all kinds of strategies, ways to deal with them, ways to interact with them, ways to handle them. Always wear that white hat, never the black hat, [00:19:00] because they will do things. And every single time you want to be prepared and instead of expecting them to act like rational, reasonable people and overlaying that ration and ration, you know, be thinking, okay, they're going to, why aren't they acting like this?

[00:19:19] You have to say, every time they act the way they do, you just document it, write it down, and you go. Thank you very much. I have something else that I can now use and It's just taking it and looking at it like that and understanding how you're going to use that to present. In my book, I give you lots and lots of go to ways that you can.

[00:19:51] Start using all of these pieces of the puzzle and tons of like, just, [00:20:00] okay, here's a grab and go. Here's a grab and go. Here's a grab and go. Because I want you to have all the tools in your toolbox. Lots of arrows in your quiver. Okay? That's why make sure you come to the launch event on September 30th, which is going to be amazing.

[00:20:20] Like this is going to be huge. I've have so many incredible gifts for people who show up live so many incredible gifts. So make sure you come to slaythebullylaunch.com And by the way, for people who invite people to the event, we've got tons and tons of gifts for people who invite people. Like if you invite five people, you get two free chapters to my book.

[00:20:43] If you invite 10 people, you get I think a signed copy of my book and you get some digital wallpaper for your phone. And if you invite 25 people, you get something else. So it's, uh, you know, we're making it super fun. So make sure you come, you go to [00:21:00] slaythebullylaunch.com, sign up, come. It's totally free.

[00:21:05] It's going to be super fun. We are starting a revolution. It's going to be Slay Nation. It's going to be amazing. So [slay the bully launch.com](http://slaythebullylaunch.com). It's our live launch event on September 30th in the morning. It's going to be the most. amazing, incredible book launch of all time. All right. So next is the why this is the you, you being powerful, you being the best version of yourself, you being your mindset, you being on the offensive, a hundred percent of any win.

[00:21:46] is one before of any negotiation is one before you even walk into a room. You have to be powerful. So, and by the way, you and you alone define your value. [00:22:00] One of my most favorite stories is how I learned this myself. You know, I had been practicing as an attorney for about eight years. I went and worked for Uh, Morgan Stanley as a financial advisor for a couple of years.

[00:22:16] And then I went back to law to start my law practice. And I remember saying to my business coach at the time that I was so worried that people were going to think that I was a flake. And she said, You can tell people that you're a flake. And she said, you know, people will think what you tell them to think.

[00:22:35] She said, you can tell people that you're a flake. Or she said, or you can tell people that you are the only attorney in town that has a financial background. which story would you like to tell? And I said, Oh, maybe I'll tell that story. Yeah. So, you know, and, and I told that [00:23:00] story and, you know, that was the, the, what I decided would be how I would present myself, you know, people will think what you tell them to think, how do you show up?

[00:23:13] What is your aura? You and you alone define your value. your mindset. You know, even when you say, you know, I need all I need is a good lawyer, you know, you are giving away your power. Right. And so within two years of having that conversation with my business coach, I had one of the biggest, most powerful practices in Florida.

[00:23:38] And I was representing billionaires and celebrities and all sorts of things. And I was on extra being a commentator for celebrity divorces and all sorts of things, you know, all sorts of things happened to me. But it wouldn't

have happened if I had shown up and it was like apologetic and I'm a flake and all of that.

[00:23:56] You know, it doesn't happen in reverse. [00:24:00] You have to believe it first. You define it. You don't attract what you want. You attract what you are. All right. So slay the bully how to negotiate with a narcissist and when I'm going to be revealing so many more kernels of amazingness. The Slay the Bully live launch.

[00:24:25] I want you guys to all join me. I'm going to be giving away so much free stuff because we are starting a slay nation, a revolution. I want you all to come. We're revolutionizing the conversation around how to negotiate, how to communicate with toxic people, because I want you to be able to create a new beginning, a new future.

[00:24:49] I want you to break free from any kind of toxic relationship, whatever it is that you're in. Sometimes the first negotiation we have to do with our is in the morning with our own self for our own self worth, right? [00:25:00] So come join me, slaythebullylaunch. com. I will see all of you there. And thanks for listening.

[00:25:11] Thanks for tuning in.

[00:25:32] And remember to join me at slaythebullylaunch. com. And. I will see all of you guys in that next, um, in that next video. And I'm so excited to empower you and support you all in this journey. So thanks for listening. I'm Rebecca Zung, and I'll see you super soon.