

N.Y.B.L. Podcast Ep 234 (What Narcissists Do When They Start To See You Being Stronger Than Them)

[00:00:00] **Rebecca Zung:** I have seen what happens with narcissists when they see you becoming stronger and stronger in a relationship.

[00:00:15] Whether it's at the end of the relationship or during that relationship, maybe it's that you're changing. Maybe it's that you're evolving. Maybe it's that you started off in one way and you're becoming a different way in the relationship, or maybe it's kind of toward the end of that relationship. You know, you go through the, that love bomb, devalue, discard, and you're kind of at that discard phase and now you're becoming that strong version.

[00:00:46] And so, You are evolving into a much more powerful version of yourself because you are becoming powerful in this process. So it [00:01:00] could be one or the other. But either way, you are finding your voice and you are now changing up that dynamic, which is a good thing in a lot of ways. But what's going to happen?

[00:01:15] What's going to happen now that the narcissist is seeing you as strong? Here's what they're going to do. Okay? You've got to remember that that narc is actually way more afraid of you than you are of them to begin with. Now they attached themselves to you at the beginning because you were strong many times, many times you actually embodied a lot.

[00:01:43] of the characteristics that they wanted to see that they wanted to have. They were actually attracted to that in you, whether it was a business relationship or a personal relationship or a friendship. [00:02:00] or anything. But then things started to shift and they, they wanted to actually devalue you and they wanted to actually control you and make you feel small because that actually makes them feel more powerful to be able to control and devalue and degrade somebody who they see as powerful, right?

[00:02:23] or

[00:02:29] Or devaluing somebody who is like the clearance wrap person. There's no value in that, right? So I want you to remember that, that that's the initial premise of it in the first place. They don't attach themselves to people that

have no value. Where's the value in that? Even though they, they diminish you and they try to make you feel small and all of those things.

[00:02:51] It's all because. That's the game. But when you're starting to change that dynamic in the relationship, they don't [00:03:00] like it. They don't, they don't want it. It's sort of like, you know, a two year old having a tantrum. They want things to stay the same. When a Two year old is supposed to, you know, get off the bottle.

[00:03:16] And so the parents are taking that bottle away from them. The two year old is like, no, I want my bottle. I want my bottle. Give it back. Give it back. And the parents are like, ah, maybe we should just let them have it. If parents aren't strong, then they just. think, let me just give it back to him because I can't stand the screaming.

[00:03:34] I don't want to have to deal with it. And so the two year old just thinks, let me just scream louder. Let me just scream longer. Let me kick my heels on the floor. Let me make a super big, huge, you know, scene over here. And then my parents will have to give in. That's kind of what the narcissist is doing.

[00:03:53] You know, they, they think I will. make more of a scene. I will make it worse for them. But they do it in [00:04:00] obviously way worse ways a lot of the times because, you know, you have, you know, slighted them. You have done something that has caused their narcissistic injury to be triggered. And so that narcissistic rage comes flying out and it becomes a threat to them.

[00:04:18] You know, they're going to start to worry. Maybe you're going to start to think about abandoning them or leaving them, which is of course their worst fear. They don't ever want you to leave them. They don't want you to abandon them, even though they may even start to say things like, especially if you are in a personal relationship with them, they may even start to say things like, You should leave.

[00:04:45] You should divorce me. I don't want you anymore. They may even say things like that or their need for control might become more heightened than ever. You know, they may start to follow you. They [00:05:00] may start to accuse you of cheating. They may start to accuse you of being a liar. Their need for asserting their will against you is becoming more and more and more because they're, they're concerned about you becoming too strong.

[00:05:22] So they need to and show you that they are the stronger one, that they have the power over you. They may get worse and worse. This is when you need to decide that you need to walk away. Because a lot of times when this happens, If you draw that line in the sand, if you create boundaries, if you say, I'm walking away, they may actually say, Oh my God, don't do that.

[00:05:52] I will do what you want or whatever. But to be honest with you, This is not a person who's healthy. This is not a [00:06:00] person that you need to be in relationship with. This is not a good person for you. This is where you need to start drawing boundaries for yourself. You actually teach people how to treat you.

[00:06:14] This is not a way of life for you. Life is short. You think that it's long depending on how old you are, but it is short. When you add in How much time you spend sleeping, doing laundry, making dinner, you know, all of the drudgery of life. It is so short and it will fly by so much faster than you think. And you want to spend time in joy and you want to spend time with people who are going to raise your vibrational level and not with people who are going to be bringing you down and trying to diminish you and trying to make you feel small because you were not meant for that.

[00:06:59] [00:07:00] You were meant to be living your highest level, the highest level at which God or the universe or whatever highest power that you believe in. created you to be. And when somebody is trying to tear you down and not believe in you, then that is not the person that you need to have in your space.

[00:07:27] Narcissist sees you as being too strong. They become more and more agitated and the gaslighting becomes worse than ever. call you names and they, they say that things happened that didn't happen and they say that they told you things that didn't, they didn't tell you or they say that you said things that didn't happen and it becomes worse and worse and worse and the accusations become worse and worse and worse.

[00:07:56] They may even start hacking into your phone, hacking into your [00:08:00] computer. They're looking for signs of things to accuse you of things. They may be. become more and more unglued. That is not a way of life. And that is not who you were born to be, who you were meant to be. You were meant to live at your highest purpose.

[00:08:18] Your soul knows, and you'll start to feel that inside of you. And that is when you need to know that it is time to move on. Time to move on, time to walk away.

[00:08:36] Because that is what it is time for. It is time to walk away. It is time to live at your highest level, at your highest level of yourself, the highest level of your own power, at the highest level of your soul. And I know it is hard. It's so hard to make that decision, especially, you know, if you've been with a person for a long time, especially if you're feeling bonded to that person, you know, [00:09:00] but maybe the first step is just to say, you know, I'm going to.

[00:09:03] create some boundaries for myself. And you're going to say, I know that I'm worth being treated better. So I'm at least going to draw a level in the sand, align in the sand and say, you have to speak to me in a certain way. And that's the first level. That's my first boundary, you know, and we'll start there, you know, maybe that's.

[00:09:25] where you start and then start, you know, after a month or two, go to the next line, but a little bit through baby steps. Step one, don't run. Step two, make a U turn. Step three, break free. Cause you're kind of riding the ship, powering it, turning around, walking forward. going a different direction, 180 degrees, you know, so that you can power forward face this person and then eventually break free and walk away.

[00:09:55] Let's talk about the two secrets narcissists don't want you to know. [00:10:00] So they have two selves. Let me explain something. were created out of trauma. They were not born that way. It's not a DNA thing. It's not like they come into the world this way. You know, we come into the world feeling whole. We come into the world feeling like pretty good.

[00:10:22] Like, I think I'm a pretty good human. I think there's, uh, I'm a good person. You know, I mean, we feel good inside. It's, it's when Things start happening to us that we start reacting to the world and feeling like, Oh, maybe I'm not so great. Maybe there is something wrong with me. And that happens to all of us.

[00:10:46] By the way, we all have traumas and triggers and insecurities and feelings of doubt. You know, none of us are immune from that. I wish we [00:11:00] were certainly I'm not. You know, those of us who are out there that say, or not, those are the narcissists, by the way, you know, all of us have our, our moments of, of that, but what happens is with narcissists is that during their childhood, they were exposed to trauma on a regular basis.

[00:11:23] Something happened to them that caused them to constantly be in survival mode on a regular basis. It constantly caused them to feel like they were having to be in that fight or flight, you know, feeling. And when you're in fight or flight, our brains emit chemicals, our brains emit, you know, epinephrine, things like that, that cause us to be able to be stronger, faster, better, so that we can fight or, or fly, right?

[00:11:55] So that's where the fight or flight comes from. And. When we're [00:12:00] children, and this happens on a regular basis, causes the brain to actually have arrested development in the limbic system part of our brain. And then what happens as you get older is that that part of the brain then doesn't develop properly.

[00:12:20] So then the prefrontal cortex part of the brain, you know, other parts of the brain, you know, of course we grow up. and the logic part of the brain is, you know, there. But what happens is with narcissists, when they are presented With certain stimuli, which makes them feel like they need to survive or they feel like where they're again being put in situations which are similar.

[00:12:56] to those situations that made them [00:13:00] feel defensive or made them feel like they were, you know, potentially in danger, then that narcissistic injury gets triggered. So, You know, when does that happen to them? Well, you know, it could be any kind of situation, but a lot of times it's when they feel exposed.

[00:13:22] It's when they feel somebody has, you know, slighted them in some way. Somebody has, you know, outed them or, uh, you know, cause them to, to, to be feel less in a situation or whatever it is, then. That narcissistic injury gets triggered, that narcissistic rage comes flying out, that limbic system of the brain gets, gets, uh, activated, and here comes that, that cage.

[00:13:51] It's almost like a caged animal. It's almost like that, that part of them, that survival part of them comes out and they, [00:14:00] they literally cannot help themselves and they see black and white. It's like that. other part of their brain is shut off and they only see that at that moment. They cannot see the good anymore.

[00:14:14] They only see the bad. And, you know, so there, there they are, but the two secrets they don't want you to know. are that they have these two selves. What happened when all of this was taking place as children is they almost split into two. They have this true self, which was the scared little self that they hide

away, which is almost like a shriveled little, you know, version of themselves that's, that's hidden.

[00:14:53] It's weak. And then there's the false self, the one that they show the world. And yeah, we all sort of [00:15:00] have this somewhat of a dichotomy like that, but they really have a dichotomy for them. It's. It's a very much of a dichotomy. So those are the two secrets. They've got this true self and then the false self that they, they show the world.

[00:15:20] And that true self is never to be seen by anyone ever. And that false self is the one that they must protect at any cost. And, you know, that's why they do not ever want to be exposed. That's why they must, must layer on that narcissistic supply from external sources. By adulation, having the prestigious friends, the prestigious houses, the money, the power, the control, all of those things have to come from external sources, but they feel totally and [00:16:00] completely empty inside and it's that black hole that can never be filled and they feel like they're desperate for air, starving inside because they just feel like they can never are.

[00:16:14] fill that black hole that's inside of them. true self that they're hiding away, that scared little self. And that's why I say to you all the time that they are way more afraid of you than you are of them because that true self that's inside of them is super scared. The problem is that everything they do is transactional.

[00:16:38] Everything they do is a manipulation. Everything they do comes from that place. of fear comes from that place of manipulation comes from that place of scared self that that survival self. So really that secret [00:17:00] number two is that they everything they do is a manipulation. Everything they do is transactional because they feel like they have to, have to come from that place.

[00:17:15] They're in survival mode. All the time, and they think that you are too. That's the sad thing. They don't really trust that anyone else comes from any place other than that place. They don't trust anyone. They really do believe that everyone has an agenda, that everyone wants something from them. That no one is truly good, you know, so they, they don't mind taking from other people because they, they really think that everyone's out for their chips too.

[00:17:54] You know, that it's, it's a dog eat dog world. They think that it's like that. [00:18:00] It's very sad.

[00:18:05] Cause it is so sad, but that doesn't mean that you have to be in that space. You can't fix it. You can't heal it. You know, when you go to help them, they're just going to drag you into that quicksand with them. It's not going to help. It's not going to help. You know, you're going to just drown. You're just going to drown along with them.

[00:18:27] So what you need to do is move on. Now let's talk about whether narcissists are. I mean, how did you were right? It's a very complicated question and it was actually posed to me during a dinner with some friends and my friend is a psychologist and she's worked with a lot of narcissists or people who have more and more, so people who have been victims or targets of narcissists and had to deal with the trauma of it and try to heal from it.

[00:18:58] and So it was a [00:19:00] question that I decided to sort of research and dig into a little bit because I was kind of curious about the answer myself. So one of the things for sure about narcissists is that they're very, very good at reading people. They are masters. At reading people and reading their emotions and reading what their strengths are, what their weaknesses are, what they want, what they don't want, because it's really, really, uh, critical for them to be able to do that so that they can determine if you are going to be.

[00:19:31] A good source of supply for them. And that narcissistic supply is the most important part of what it is that they're looking for from anybody. Every single person that they look at is going to be viewed in terms of what kind of supply can you give to me? And this includes, you know, their children, unfortunately, um, I've known.

[00:19:58] a lot of adults [00:20:00] of, you know, who've been victims of their parents being narcissists, which is no fun. And it's really, really hard to get over. Um, but you know, so I just decided I'm going to look into this because I know that they're really, really good at reading people and manipulating people. So one of the things that I learned.

[00:20:22] Actually, by reading a blog from a narcissist was the reason why she, what she said in this particular blog was the reason why she was really good at reading people was because she had to learn how to Read her own parents who were both narcissists and as a child, five, six, seven years old, you know, is this a good time to talk to them?

[00:20:50] Is it not? Is this a good time to ask them for something? Is it not? You know, am I going to get yelled at right now? Am I not? What kind of mood are they in? [00:21:00] So they're constantly, they were constantly having to

read the situation around them. So I thought that was a really fascinating explanation as to why they're actually very, very good at reading people because, you know, everything that I've learned, everything that I've read, everything that I've studied about narcissism says that it's, it, it happens sometime in a, in the narcissist's childhood.

[00:21:27] So at some point in their lives, they. Uh, didn't get the love or support or care that they needed, and they determined that the world is a bad place, that they had to survive, and the only way that they could do that is through getting the narcissistic supply that they need to pay. feed that ego. And that's just, you know, anything that feeds their ego and it's a black hole, you know, you make deposits into it and never come, never comes back [00:22:00] out.

[00:22:00] So, you know, the relationship always feels very unsatisfying with them because you're really not ever getting your emotional needs met. And that's because they really do not have the. Ability to meet your emotional needs. They're not even meeting their own. Uh, so, you know, you can't get something from someone that they don't even have for themselves.

[00:22:25] And so that's what's really going on with them and, and why they are really, really good at reading people. So I think that they're very mass. At manipulating. They're very good at that. And so I think it's more of, you know, and this is just my speculation, I think it's more that they have a skill at manipulating that, you know, then that then more so than they're so, so smart.

[00:22:51] Now. Some of 'em actually probably have high IQs. Some of them don't, uh, but you know [00:23:00] that you can have low or high or middle average IQ narcissist, you know, at any, any level. But I think that they are certainly masters at manipulating. And that's why I always talk about. ethically manipulating the manipulator and creating that leverage and that strategy that you need in order to get what you want out of negotiating with a narcissist.

[00:23:25] And that's what I teach you how to do. Um, so as far as whether or not they're smart, stupid, clever, whatever, the other thing that is really important to understand about narcissists is they do end up. self destructing. They do oftentimes collapse. And if you want to know more about what a narcissist collapse looks like, it's not pretty.

[00:23:52] Make sure you check out my video on what happens when a narcissist collapses. And they do end up self destructing. [00:24:00] They do end up when they start to get desperate, they start doing things that aren't as

smart. They start making mistakes. They start, you know, going into their rages and having their, you know, attacking and getting worse.

[00:24:17] And I often say that they do get worse before they get better. Gets worse when you're dealing with them and when you're starting to create your strategy and surround them. You know what, what I teach you how to do is actually surround them in a silent fashion where they don't even know that it's happening until they kind of wake up and realize that they're surrounded or that they're backed into a corner.

[00:24:42] So what I teach you how to do is actually do that, surround them so that they feel like they are, have no other place. and you do that by creating a super strong strategy and invincible leverage. [00:25:00] So that's what's the most important thing to understand when you're negotiating with them.

[00:25:13] So, when you're dealing with them, sometimes they just seem dumb because they don't understand how to have compassion for another human being. You know, they are not that great. Oftentimes at understanding, you know, how to express emotion. I mean, sometimes I look at narcissists and I think, you know, you'd actually be better served if you would at least pretend like you care a little bit, because then the other person feels a little bit hurt, a little bit.

[00:25:49] like they are valued and would be more willing to give in a little bit. But, you know, sometimes they're just, they kind of seem dumb [00:26:00] when they don't know how to act in an emotional setting. So, you know, they're really, really smart in a lot of ways. And they're really, really Smart and cunning and clever at how they are able to get people to do things and how they're able to control people and get you to believe things.

[00:26:24] I mean, you know, gas. Sliding and things like that, and you know, you're looking at evidence right in front of your face of certain things and you question it and you go, well, maybe, you know, maybe they're right. Maybe their explanation is okay. You know, they're very good at manipulating what it is that is being said, heard or done, and coming up with an immediate.

[00:26:49] explanation for things because they're, they've been doing it for so long. You know, there's a book called Outliers that I read a long time ago by Malcolm Gladwell [00:27:00] that talks about how, you know, people need 10,000 hours of anything in order to achieve mastery at it. Well, they have way more than 10,000 hours.

[00:27:12] They've been doing this for years. I mean, since they were children. So they are really good at coming up with a quick explanation about something or mistake. Sizing the facts that you kind of go, well, I guess. Okay. I mean, you know, the, the, um, example that comes to my mind is in the movie dirty John or the, that story, uh, about the man who, uh, was dating this woman and he was a severely malignant narcissist.

[00:27:44] And he told her that he was a doctor and he would wear his Scrubs and he would leave the house and go wherever he would go and he'd come home and he was wearing the scrubs and then her daughter found his diploma and it turned out he was a [00:28:00] nurse of some sort a nurse and this anesthetist I think or something like that and so when He was confronted with it.

[00:28:09] He said, Well, I am a doctor. I have a doctorate. It's basically a doctorate doctor level of education. And so, you know, I guess she didn't really like the explanation, but she kind of bought it. She went with that. And, and, you know, he knew exactly what he was trying to say. Say that he was, and you know, but when confronted with it, he had an immediate explanation for it.

[00:28:34] And I've seen that happen in court sometimes too. You know, where I've had a case where, you know, I was asking the, the husband on, um, you know, cross-examination about his bank statements and, you know, how come you didn't put this bank account on this particular, uh, financial affidavit? Oh. Um. I don't have that account anymore.

[00:28:57] It doesn't exist. And then [00:29:00] 10 minutes later, he's referencing that account again. And, oh, you know, he's got some explanation for it right away. Well, I forgot about it or something like that. And you think, well, you just forgot about it from 10 minutes ago. But, you know, a lot of times they do that kind of thing.

[00:29:17] And you see people believing them. And it's really, really frustrating sometimes if you feel like the judge is believing them. Like, how come you didn't see that they just lied? Why didn't you just notice that? And, and those are the kinds of things that can be really frustrating, especially when you're dealing with a narcissist in any kind of a litigation or.

[00:29:38] Uh, negotiation situation and, and that's why it's really, really important to understand these concepts. If you're trying to negotiate with a narcissist and you don't understand the concepts or you don't understand how a narcissist thinks, especially in negotiation, then you're going to be dead in the water.

[00:29:58] When it comes [00:30:00] time to negotiate with you or any kind of discard phase when you're saying goodbye, the narcissist feels like they need to destroy you. And if you want to know more about that, check out my video on why the narcissist needs to destroy you to leave you. But that's what happens at the end of the relationship.

[00:30:19] And so when you're going to negotiate with them, sometimes it feels like they're really, really Smart, but oftentimes they're actually really, really dumb too. And so just understanding that and knowing that you're actually the stronger one, for sure. You know, I've often said they didn't attach themselves to you because you have so little value.

[00:30:43] They attached themselves because you have. So much value because they knew they could get a lot of supply out of you. They're not attaching themselves to anybody that they don't think that they can get a good amount of supply from. So you know, [00:31:00] the key here is that you're no longer going to be a source of supply for this narcissist.

[00:31:06] They're going to have to get it from somewhere. Let them go get it from someone else. It doesn't have to be you. You're going to know. Four things that narcissists actually care about. Yeah, there's actually four. I'm going to give you the number one thing that narcissists actually care about at the end.

[00:31:25] We're going to go from number four to number one. Yeah, there's actually four things that they actually care about. They're all wrapped up in narcissistic supply. Supply is anything that feeds their ego. So supply is the really kind of the one thing that they're all kind of after and that's You know that their food, their lifeblood, their oxygen, they're like kind of going after that one thing all the time they crave that in order to feel good about themselves.

[00:31:59] It's like that [00:32:00] external thing. There's almost like a black hole inside of them that can never be filled and you you might want to fill it for them and they They want you to fill it too. And so what happens is you're left feeling totally and utterly depleted, yet they're still starving in a lot of ways.

[00:32:22] So, but there's different forms of narcissistic supply. All right. And that's what I'm going to go over here. So we're going to go from number four, all the way up to number one. All right. So number four is really them. Selves. At the end of the day, they really just care about themselves. I mean, they may sit there and tell you they love you or they care about you, or if it's a business partner, even as a family member, whatever it is.

[00:32:48] But at the end of the day, it's almost like somebody who is in full on survival mode all the time, or almost like somebody who has. Like a really bad [00:33:00] toothache, or they're really in pain or something, they may want to care about you, but they just, they can't, because all they can do is see their own pain, or feel their own thing that's going on, I mean, they just can't right now, that's why they really just don't have empathy.

[00:33:17] or care for somebody else because they just can't at that moment. So number one is they just only care about themselves. Number two, or if we're working our way backwards, number four, and we're going to number three, is their stuff, their possessions, their things, which by the way, you are one of. You are A possession.

[00:33:42] So they care about you in the sense that you are a possession to them. You're just like, almost like a jar on a shelf and you know, they wanna kind of take you down and use whatever supply they can get outta you if they still can. [00:34:00] That's why they kinda move on to a better form of, you know, there's not much left that they can get out of you or they pick the bones off.

[00:34:09] The carcass of the meat off the bones, and if there's nothing left, then go to get another source possessions is number two, that their stuff, their things, you know, don't touch my things and think, you know, I mean, they hoard things, they hoard whatever they can, they hoard money. And I have a whole video on why narcissists hoard money.

[00:34:30] Definitely check that out. But they hoard things. You know, they're very scarcity minded. They have a very scarcity mentality. Not an abundance mentality at all. Number three, or number two, if we're working our way backwards. Four, three, two. We're working our way up to number one. Is power. Power is something that they actually care about very much.

[00:34:54] So control power, their kingdom, you know, [00:35:00] especially the ones that are very successful, they have big kingdoms and they will protect their little kingdoms and they don't really go out of their realm of their kingdom. that often because they want to stick within the kingdom that they have built. And they, you know, that's why they're so driven to success to have and create.

[00:35:25] Kingdoms because they want to make sure that they create a kingdom that they can control. So having power, having that control, having that control over people, and you know, they, they degrade people, they debase

people, they do that sort of thing. They diminish people, you know, in order to maintain that power to maintain that control.

[00:35:51] So that's. Number two, if we're working our way up to number one, which we are, and you know, it is so time for you to [00:36:00] slay, you know, slay is, is the name of my program, strategy, leverage, anticipate, focus on you, and it is time for you to slay,

[00:36:17] we are working our way up to number one. The number one thing that narcissists actually care about their image, how they look, that's everything to them. They will protect and defend that at any cost, any cost. That's the only thing they really, really care about. How they look, how they look to the world, how they look to their new form of supply, how they look to the best form of supply, how they look to people that they respect.

[00:36:47] Images, absolutely everything to a narcissist. Everything. They're literally Assessed with their image, you know, having the [00:37:00] right friends, the best houses, the best cars, most prestigious jobs, all of that sort of thing is absolutely the most important thing to a. Narcissist image. Number one, five grades of extremely toxic people.

[00:37:20] I've seen them myself. I've seen them punch walls. I've seen them do all kinds of crazy things and I can spot them a mile away and I want you to be able to spot them a mile away. So make sure you watch all the way till the end because I'm going to be giving you each one of them. And I'm going to save the best one till the end.

[00:37:43] All right. So number five trait of extremely toxic people is they never take responsibility for their actions. It's always project and deflect. Project and deflect. It's always someone [00:38:00] else's fault. Right? It's always someone else. It's never their fault. And boy, have I seen this, you know, they're so good at making it someone else's fault, making sure that someone else gets to take the blame.

[00:38:19] And, you know, this is something you definitely see a lot with narcissists, especially when they get caught in lies. And I definitely have a video on that. What happens when you catch a narcissist in a lie, they project and deflect. It's someone else's fault. And they never take responsibility for their actions.

[00:38:39] And part of the reason why you see narcissists never take responsibility for their actions is because they have that fragile inner sense of

self, that fragile sense of inner child, inner self. Which is like if they take responsibility somehow for themselves, then [00:39:00] it takes away from who they are, then it takes away from, you know, somehow they fall apart, somehow they don't survive, somehow there's like that hollow inner self.

[00:39:13] And they literally become unglued. They literally become triggered. That inner sense of self is so fragile that they have to push it off on other people. They don't feel whole. They don't feel complete. And so that's why they never take responsibility for their actions. That's the first trait of extremely toxic people.

[00:39:38] So if you have one of those people around you, that just never takes responsibility, then run for the hills. Number four is people who are very critical, always making you wrong, always making you feel like you're small. Always making you [00:40:00] feel like you are to blame for their problems. It's always you. You are the problem.

[00:40:09] You're the one. You know, it's never their fault. It's never them. They don't have to ever take responsibility for anything that they do, you know, and you're the one that triggers them. You're the one who has the problem. They're very critical, extremely judgmental of everything around them. They don't like anyone.

[00:40:33] If that's how they are, there's something very wrong, but they're always making you feel small. You feel bad. And if you're around them and you are constantly feeling small and bad, then you know that they're probably extremely toxic. You want to be around people that when you walk away from them, you feel lighter, you feel better.

[00:40:56] They're fanning your flames. You feel like. [00:41:00] I just want to be around that person more because they make me feel really great every time I'm around them. Alright, so that's number four. Number three is a person who is always making themselves out to be a victim. That's the third type of person who's extremely toxic.

[00:41:20] Have you ever been around this type of a person? They're just constantly a victim. They're constantly everything is woe is me. Everything is bad. No matter how much it seems like their life is great. They're just always a victim. Covert narcissists are really, really great at that. And if you want to know more about covert narcissists, I definitely have.

[00:41:46] a video about covert narcissists, especially covert narcissism in relationships. And you should definitely check that out. All right. So that's number three.[00:42:00]

[00:42:07] So that's number three. Number two, number two, this is where the person is just. always talking bad about other people. You know, this is that one who's just like constantly talking bad about other people behind their backs. And you just know they're definitely talking bad about you too. I mean, if they're talking bad about Other people to you, you know, they're talking about you when they're with other people too.

[00:42:43] I mean, that's just how people are. And so that's just a trait of an extremely toxic person. People who feel good about people don't do that. And I go back to the four agreements, which is never to take anything [00:43:00] personally. This is a book which I highly recommend. It's one of my... Top reads and it's for agreements that you make with yourself.

[00:43:08] One of the thing agreements is to never take anything personally because people treat other people the way they feel about themselves. Good or bad. So if somebody treats other people badly, it's because they. feel bad about themselves, hurt people, hurt people, right? So if somebody feels good about themselves, then they treat other people well.

[00:43:38] If somebody feels like crap about themselves and they treat other people poorly. And so people who talk badly about other people, it's just somebody who just feels toxic inside. So they're just our toxic person in general. And that's just not the type of person that [00:44:00] you really want to spend your time with.

[00:44:01] There's an old saying that says, If you really want to know where you are in life, take a look around and see who the top five people are in your life. And that'll tell you where you are in life and you know, what kinds of a quality of where you are in life. So you want to make sure that the top people in your life are super quality people.

[00:44:26] You know, I always say, defend your light with your life and make sure that The people who are closest to you are people who you really want to defend your spirit and defend your light, right? So that's number two and number one, the number one most toxic person. In the world, people who lie, people who don't have integrity, right?

[00:44:57] Liars, liars, liars, liars, [00:45:00] pans on fire. People who don't have integrity, you know, without integrity, nothing works. People who lie and you know, you know, those narcissists. They are pathological liars. They lie about everything. They lie about things they don't even need to lie about, which is the crazy thing to me.

[00:45:20] And that's where you end up getting your leverage, by the way. That's where you end up being able to create your patterns, create your strategy, all that good stuff for your cases, for your negotiations.

[00:45:59] One [00:46:00] thing is that they have a public persona that is so nice and so kind and they're like humble and sometimes, you know, charming and wonderful. And I know the ones that I dealt with, they were actually female. And a lot of times people don't even think that covert narcissists can be female or narcissists at all can be female.

[00:46:24] I know for me, I thought narcissists were really misogynistic, boastful, bragging, the type that would come into a restaurant, demand the best tables, were treating women poorly, tell everybody how great they are. That's not necessarily what a narcissist is. Just because you say something good about yourself, that doesn't make you a narcissist.

[00:46:47] You know, a narcissist can be humble. on the surface, this is a person who publicly can be wonderful, but privately [00:47:00] is pure hell for the person who they're dealing with. And that is what a covert is covertly. You know, only the people who are dealing with this person really knows what it's like. And that's why it is so awful to deal with them.

[00:47:20] That's one of the reasons why they're a covert narcissist. So that's the first thing. The second thing is that they're passive aggressive. You know, what that means is that, you know, they might say that they're going to pick something up for, for you from the store because they're going there anyway. And they just accidentally forgot your thing.

[00:47:45] Oh, I meant to get that. I forgot. Passive aggressive. They say that they're going to complete a task at work that is supposed to be for you. And it just doesn't ever get done. And [00:48:00] then you have to kind of keep nagging them about it. That is passive aggressive. There's always this plausible deniability around them where they can kind of go, I thought I did that.

[00:48:15] You know, I didn't mean that for you. That is always something that you're dealing with with a covert narcissist. Number three is they use guilt a lot

of times to manipulate people. It's okay. I'm fine. I'll just sit over here by myself. I've done so much for you. I go out of my way to do so many things for everybody else, but no one does anything for me, but that's all right.

[00:48:50] I'll just sit over here by myself, that kind of thing. So they use guilt to manipulate people. [00:49:00] to do things for them. So that's the third thing. Number four is that they are very easily slighted. So, you know, you're constantly kind of tiptoeing around. their emotions. You know, you never really know how they're going to take something because they're very fragile.

[00:49:23] Just the slightest of things can make them, their feelings be hurt, or they're going to set them off. They're going to be upset about it or they're going to feel like they're being criticized or they feel like they're being judged about something. So, you know, you constantly have to having to worry about how they're going to take something because they're extremely easily slighted.

[00:49:47] That's something that's very typical of a covert narcissist. Sometimes they're called the vulnerable narcissist because of that.[00:50:00]

[00:50:17] And by the way, if you are dealing with this, make sure that you are joined my free private Facebook group, Narcissist Negotiators with Rebecca Zung, because you do need to have the right kind of support. I have a sponsor on this channel, which is BetterHelp, and you can go to [Betterhelp.com](https://www.betterhelp.com) forward slash Rebecca Zung to get that help and support that you need as well.

[00:50:41] We receive commissions. It doesn't cost you any extra. We just want you to have help and support. Okay. So the last one is definitely the one that is always the case with. Covert narcissist. And that is that they always play the victim. Always [00:51:00] poor me. It's always, life isn't fair. And let me tell you with the covert narcissist that I have seen in my life, they will play the victim to the point they will ruin their own relationships with even people close to them if necessary.

[00:51:22] to continue looking like the victim because it's so important for them to remain being the victim so that they can get sympathy from people. I find it very sad that that's how they get supply. They get supply from being the victim. A lot of times they won't apologize to people because they've got this underlying rage.

[00:51:48] There's underlying boiling jealousy rage that's always going on, but it's this anger, rage. Jealousy thing happening, but [00:52:00] for me, I'm the victim and they're very good at reversing conversations when you try to call

them out on things, uh, turning it around so that they're the victim because of that guilt thing and the whole thing.

[00:52:13] So that they're once again, the victim, I mean, you can never win with them. You know, if you're dealing with a covert narcissist. It ain't good and they will suck the life out of you. They will drain you to your core. I've been there. It's time for you to spot narcissists in less than a minute flat. So what I'm going to do is I'm going to give you the signs that you are dealing with a narcissist.

[00:52:39] The first one is that they need to be the center of attention. Now there's a number of different ways that they can show up as being the center of attention. It's not always, Hey, look at me. I'm the best. I'm the brightest. you know, boasting, bragging. I used to think that that was how [00:53:00] they always showed up.

[00:53:01] I was wrong. Believe me, when I was dealing with a covert narcissist, which was a female business partner that I had, and I've been dealing with narcissists for a long time, but it wasn't, it wasn't until I was a target of one that I really realized this and really started to be on this mission to help you.

[00:53:23] And that's when I. Started this YouTube channel that I really realized how horrible and heinous narcissists could be. It. They can show up as wanting the center of attention by presenting themselves as the victim, as poor me. Oh, life is so awful. And you know, and then they manipulate people in that way.

[00:53:48] And that's actually way more toxic. than the look how great I am type of narcissist. The type that shows themselves to be a, Oh, this person wronged me, [00:54:00] or, you know, I can never get my way. Or the type that guilts people into doing things. They're actually, I think far worse. far stealthier, really a smarter type of narcissist.

[00:54:14] I wouldn't say smarter, but a savvier type of narcissist than the, the boasting one that everybody kind of knows and can spot more readily. So you got to be very careful. about that other type of narcissist that also wants that that attention and has that need to be that center of attention, but goes about it in a different type of way.

[00:54:39] So you can spot them right away as well, but they're going about trying to get be the center of attention in a different way. They're presenting themselves as the victim, but again, they have this need to constantly be the

center of attention. They're just putting themselves as the center of attention in a different way.

[00:54:58] They can also put [00:55:00] themselves as the center of attention by immediately putting themselves in the center of a crisis. Somebody is sick. Somebody is hurt. You know, they know to put themselves there right away, but you gotta look to see. Is this person only showing up if there's sort of like a photo op or the right people are watching, you know, like, you know, they're not necessarily helping if the right people aren't watching.

[00:55:33] That's the kind of thing that I've noticed about covert narcissists as well. They, you know, they have this need to be the center of attention. Are they not helping the people in the hospital or the cancer patient or whatever if they don't think they're going to get credit for it? That sort of thing. I know that sounds horrible, but That's what really happens with these narcissists.

[00:55:58] Okay. So [00:56:00] that's number one. And by the way, if you are negotiating with a narcissist in any sort of situation, and you're trying to figure out how to do it, and you're, you're not really sure what to do. I do have a free crush my negotiation prep worksheet, which you can get at crushmydeal.com. And I encourage you to get it.

[00:56:24] It's a free ebook, crushmydeal.com. The second thing that you can do that you can spot, the second way that you can spot a narcissist is, you know, they're always going to be presenting as super charming, super persuasive, especially when they want to get something. They really know how to mirror you. They know how to look the part of charming, Persuasive.

[00:56:50] They're usually well groomed, good looking, well spoken, and they usually know how to read whoever it is that they want to get [00:57:00] something from. Especially at the beginning of a relationship, you know, they, they definitely know how to turn that on. But even as the relationship goes on, as the, that bloom is coming off the rose, if you're starting to come on to them and you're starting to realize, Oh, you know what, maybe I don't even want to be in this relationship anymore.

[00:57:23] They start to go, Oh, well, let me snap this person back into my life. Then they. They pull you back in by turning that charm back on by being persuasive again by saying the things that you want to hear. And it's also known as future faking or something like that. And even after the relationship is over, they can come back in and turn that charm back on sometimes, which is sometimes known as hoovering.

[00:57:54] They know how to. Turn on that persuasiveness. Turn on that charm.
[00:58:00] No one is more charming or more persuasive than narcissists. Okay. So they're incredibly, incredibly persuasive and charming. So that's the second thing. The next thing is they have a huge Huge sense, grandiose sense of self importance. They believe that they're more important than anyone else.

[00:58:25] Not only do they think they're more important than anyone else, but they believe that they should be treated more importantly than anyone else. And they believe that they should be treated more. Especially than anyone else that they, you know, should be the most special person in the room that they should have special treatment.

[00:58:47] And so, you know, this is the person who will go into restaurants and expect the best table or express, expect the best treatment or expect [00:59:00] the best special menu. You know, send the steak back if it's not prepared in exactly the right way. I know for me, like, I have been in situations where my husband and I have been with people who, you know, they send food back.

[00:59:20] I'm not talking about small things, but I'm talking about where They have mistreated waitstaff and been talking down to waitstaff and treated people in a horrible, horrible way. And I'm telling you, it is embarrassing. I was with another family one time where the, the wife actually got up and left and demanded that their entire family all leave too, just because.

[00:59:51] Water wasn't brought to the table exactly when she wanted it and the way she wanted it and tried to stiff [01:00:00] the family on, you know, the waitstaff on a bill and then ended up not tipping the waitstaff. I mean, it was horrible and it was horribly embarrassing, but you know, this is the kind of thing that they do.

[01:00:13] Expect special treatment. They expect to be treated uniquely. They expect to be, you know, catered upon that sort of thing. And if they're not, then they take this as actual criticism sometimes and. They are extremely sensitive to criticism. So that's the next one. The next one is that they are extremely sensitive to criticism, overly sensitive to criticism, and they cannot handle being disagreed with in any way, shape, or form, even if you're not disagreeing with them.

[01:00:53] Sometimes you are actually just having your own opinion about [01:01:00] something. But if they see this as you disagreeing with them, then it becomes this massive, huge fight. It can be embarrassing at dinner tables. It can be embarrassing at parties, and you know, they can actually cause issues at

holidays, issues at birthdays, family parties, family reunions, even if you didn't even mean anything, they're very, very easily slighted.

[01:01:33] You can be saying, I wasn't even saying anything about you. You can be saying, let's just agree to disagree. I was not even looking your direction, but a lot of times they can't handle that. You know, this is where you see incidents of road rage or whatever, because you see these people who are highly, highly sensitive and [01:02:00] what's going on is that narcissistic injury is being triggered, it causes this narcissistic rage to come flying out and there it is.

[01:02:10] Right? And so if you see that, you know, You've spotted a narcissist. You've spotted that narcissist in one minute or less, right? And this is one of those signs that you are dealing with a narcissist. So we are heading down through the list and we still have many more, many more signs that you are dealing with a narcissist.

[01:02:37] Okay. The next one is that they need constant, constant, admiration and affirmations from others. It's like you can't say anything nice about anyone else, by the way. Like if you can just say, you can say something nice about the dog. Oh, the dog did a good job today in [01:03:00] pet school. Did I do a good job? Did I do a good job today?

[01:03:03] You know, like they want constant affirmations, constant admiration. What about me? Did I do a good job? You know, you have to constantly be feeding that ego, that black hole that's going on inside of them. It's exhausting, quite frankly, to be around these people because you have to almost be constantly be thinking about their ego and how are they going to be taking things and how are they going to be handling it if you, if you do this, or if you do that.

[01:03:42] And, and this is what you mean about this walking on eggshell thing, because if I talked to this person. How are they going to perceive this? Or if I show up in this car, how are they going to perceive that? You know, every single [01:04:00] thing is, is going to have to be filtered through. How is this person going to be perceiving this?

[01:04:06] Because you have to be constantly thinking about this person's ego, right? But their need for affirmations and admiration is just constant. I remember one time I actually interviewed a secretary for a legal position, a legal secretary, and she flat out told me in the interview, I need lots of, of admiration.

[01:04:35] I need lots of words of affirmation. And I remember thinking, Oh, thank you for telling me straight up front because I don't want to have to be like on the hook for thinking about this all the time. Not that I don't give lots of praise to people, but I was like concerned that what if I don't give enough and this [01:05:00] woman was going to be thinking that I wasn't giving enough and I, you know, it was like too much pressure for me.

[01:05:06] So I didn't end up hiring her. just for that reason. Okay, so the next one is they're often manipulative, using, exploiting, you know, they take advantage of others. They want to use people. They're opportunists. These people see Relationships as transactional. If I do something for you, what are you gonna do for me?

[01:05:31] I'm not doing anything for you unless you're gonna do something for me. You know, it's just everything is back and forth, you know? It's, it's a using type of a relationship. I'm going use you for whatever I can get outta you, and I'm assuming you're using me too. I'm manipulating you. You're going to manipulate me.

[01:05:55] It's a very mistrusting, distrusting type of [01:06:00] world. And that's how they are in this world, right? It's, it's difficult to be in a relationship with them and they lack empathy. You know, they don't. actually really care about people because they're just constantly in this scarcity mode. You know, I don't have enough to give.

[01:06:22] And so I can't care about you because I'm in survival mode all the time. I don't have enough to think about, you know, it's like this. pain. It's like if I'm starving, I can't think about you. So that's why they don't have any empathy. This is what it is that you're dealing with when you're dealing with a narcissist.

[01:06:43] And they're jealous. They're jealous all the time because of that. You know, they just. They feel like everybody else has more. And so they're in this, this world of envy constantly and looking to see what if somebody else has more than they do. And if [01:07:00] they do, then they're, they're jealous of that, you know, because they believe that they should be better than everyone else.

[01:07:07] Right.

[01:07:16] The last few that I have are that they are arrogant. They can be very, very arrogant, extremely arrogant, extremely haughty, very difficult to deal with. Oftentimes they can be impulsive. They don't think about what it is they're

doing because all they can think about is right in front of their face. So what happens is that the people around them end up having to clean up their messes.

[01:07:45] You know, you end up being the responsible ones because they're just thinking about right in front of their face and they don't think about long term, long term issues, long term [01:08:00] problems. And, and so they end up being very, very irresponsible types of people. And they're preoccupied with these fantasies of success and these fantasies of what's going to happen and power and.

[01:08:20] brilliance or beauty or ideal love a lot of times. And what I see in negotiations, by the way, is they will actually take themselves down to take you down. And that's the thing that you don't even realize. You know, by the way, I think a lot of times people are so afraid of narcissists, but they don't realize that they're actually horrible negotiators for the long term because they don't think about long term, they're actually a narcissist.

[01:08:56] Okay. Very impulsive. They, they, they just [01:09:00] think about how can I get this person right now? They only think in terms of black and white, good or bad. So they just want to get the person who is. They think they perceive to be the enemy, you know, they want to take them down before they take you down or whatever, you know, you could take them down or whatever, you know, because now you're public enemy number one.

[01:09:25] And so they don't, they don't think strategically. Long term the way they should a lot of times. Those are some of the ways that you can spot a narcissist in one minute. And that's why my slay methodology actually works better on narcissists than the way they negotiate because my slay methodology is strategy, leverage, anticipate and focus on you.

[01:09:52] You know, you are actually better at it. being a negotiator against them [01:10:00] than they are for themselves. So there's one particular trait that everybody overlooks, but there are several traits that everybody knows about with narcissists. So I'm going to just go through the ones that everybody knows about, the ones that they.

[01:10:15] Think of when they think of narcissists, and then at the end, I'm gonna let you know what the one is that everybody overlooks when they look at traits of narcissism. Number one, shamelessness. So narcissists tend to be openly shameless, like they'll just go and do whatever they want. I mean, there's just certain things that narcissists do that I just.

[01:10:40] I'm so surprised by you know, I knew a narcissist one time who would just come into our law office and just come right behind the desk and come right into one of our offices and not even ask. And you know, I find myself with narcissists sometimes thinking, Wow, I would never do that.

[01:11:00] I mean, there's just certain things that I would never do that narcissists end up doing.

[01:11:06] So, but they're just completely shameless in that way. So, another trait of narcissism is entitlement. So, they feel entitled to anything. They think that they should have the best seat in the house, the best restaurant, the best this, the best that. They should have the, the, the best. Um, in, you know, a show or something, if they're in a show, you know, whatever it is, they should be the best.

[01:11:35] They should have the best. And, you know, even if they're not, um, entitled to it, even if it's, you know, It's not something that, uh, they earned or something that they're even qualified for. They don't care about that. It's just like they should have it. So, um, entitlement and also shamelessness, they're kind of like two little hands that fit [01:12:00] together.

[01:12:00] But, um, you know, slightly different, but definitely they're shameless and they feel entitled. So the next one is magical thinking. This is where they just keep going. They don't even look at the path of destruction that they've created. They, they don't really care. They just imagine the world and look at the world and interact with the world in the way that they want to see it.

[01:12:23] So it can really definitely be difficult when you're negotiating with a narcissist in that sense. And because, you know, you give an offer, they come back with a counteroffer. You go back with an offer that incorporates some of the things that they've already, You know, agreed to and now all of a sudden they say they never agreed to that and that sort of thing.

[01:12:48] It's, it's all this magical thinking. It's part of the gaslighting and it's just how they think. They just live in their own form of reality. Another trait that they [01:13:00] have is envy. They're often very jealous of people. They're very jealous of other people's accomplishments. They can't really congratulate people or be happy for people.

[01:13:11] They feel like life isn't fair. How come they got it? I should have it. Um, they don't really like when somebody else is getting attention that they feel like they should have. Um, they're just very, very jealous. Sometimes they're

jealous of people that they don't even know, like they'll be watching something on TV and think, Oh, why does that person have that?

[01:13:30] And why does, you know, who, who do they think they are? You know, I mean, they're just jealous and envious and all different facets, including of course, in their own personal relationships. It comes from this place of lack. They are not abundance thinkers. They are. so you know, if anybody has anything else, they don't think that, oh, I could do that too.

[01:13:52] Or I could have that too. Or how great for them. You know, that's their thing. That's something that's wonderful for them. It has nothing to [01:14:00] do with me. They definitely do not think that way. It's very much a jealous, envious, small minded way of thinking. Okay.

[01:14:17] So the next one, and we're leading up to the one that most people overlook is Exploitation. They're users. They like to use people. Every single person is looked upon as, What can I use? What can I get? You know, why am I even going to be talking to you at all? They're always sizing people up to see if they are going to be a good form of If you want to know more about narcissistic supply, check out my video on narcissistic supply.

[01:14:50] Supply is anything that feeds their ego, and you definitely, um, are going to be looked upon by a narcissist in [01:15:00] terms of what can you do for them. It's never reciprocated, by the way, it's like just to be in their. Space at all. You better be doing something for them. And if you want something out of them, then you better be ready to reciprocate like a hundred thousand fold.

[01:15:18] And even that's not good enough. Like you're supposed to do it all for them. And the next one that you normally hear about is lack of boundaries. And that is, you know, narcissists just do whatever they think they want. You know, they just go wherever they want. They look through people's. Off. They will open people's mail.

[01:15:38] They will go into people's closets. They will show up places that they're not supposed to show up. You know, they, they have no boundaries because they feel entitled. And you know, it all kind of gels together into a toxic stew of yuck. But that's one of the things that they. Also have is no [01:16:00] boundaries, but the last one is the one that's most overlooked, and that is that narcissists have no sense of self.

[01:16:10] They feel very small inside. That's the not so secret secret. They feel inside like nothing. They have a very fragile sense of self. So all of those other

traits, the ones that people C the ones that people identify with the most, the ones that they use that psychologists and psychiatrists use to determine if somebody's actually narcissistic, are actually all things that they layer on so that they can hide the fact that they have no sense of self themselves.

[01:16:46] And so they, they make it look like the Wizard of Oz, and they, they build all this. Stuff around them to hide the fact that they are feeble, small, [01:17:00] scared, and that you are actually the stronger one. And that's the thing that I really want you to understand. When you're negotiating with them, you actually, the, the, the biggest scam in the world is that they have you thinking that you are the one who's weaker.

[01:17:18] They're actually the weaker ones. So let's talk about how to have a powerful mindset against narcissists because honestly, when you're negotiating with them or when you're dealing with them or managing them or trying to deal with any kind of. difficult personalities. That's like the most difficult thing.

[01:17:39] You know, I get a lot of correspondence from people and some of the most satisfying correspondence that I get from people is when people are like, okay, I want my negotiation. I got the results that I wanted, but the most surprising thing that happened to me is that. my fear disappeared. But that's actually the most important [01:18:00] thing that happens because you cannot get the results you want.

[01:18:04] You cannot manage difficult people or toxic personalities without that. And that that's actually the thing that has to cut. You have to lead with because They smell blood in the water and that that's why they know that they can kind of target you and know that they can control you because they look for people who are empaths.

[01:18:33] They look for people who are kind of the bleeding hearts who have some sort of, you know, wounds their self who have some sort of, You know, really want to help people who really feel like I can save you. I can, um, help you. And, and to them, that doesn't mean, Oh, I can help you. I can save you. I can, to them, that means, [01:19:00] Ooh, sap.

[01:19:01] For them, that means they can take advantage of you. You think, Oh, they're going to appreciate me. They're going to, wow, this person saved me. You know, they're going to love me for it. They're, they're going to. See all that I did for them, and then I'm going to happen. It's going to end up being a black hole.

[01:19:22] You're going to end up feeling, um, used. You're going to end up feeling abused. It's going to end up being this cycle where you're going to give, give, give. They're, they're going to take, take, take, and it's going to keep going, going, going. And here's like the, the, the really kind of thing that's, um, Also sort of ironic is like a lot of times people are like, I'm afraid to like become strong against the narcissist because I'm afraid of the backlash.

[01:19:50] I'm afraid of the things that they're going to do to me. I'm afraid of like what's going to happen because they're going to be worse. Well, yeah, they probably will be worse. [01:20:00] initially, because, you know, you've conditioned them, they've conditioned you, you've kind of conditioned each other in a lot of ways.

[01:20:08] I mean, a lot of times you have a long history with each other and you've both kind of created a conditioning of each other. I mean, you've both sort of taught each other. what you will tolerate or how the relationship is going to go. And there has been some expectations that have been set on both sides as a result.

[01:20:33] And so creating a powerful mindset means you're also going to have to create some new boundaries, new goals, new way of thinking for yourself as well. So, all right, so number five, I'm going to kind of work backwards with your secrets here. Five secrets to having a powerful mindset against narcissists. So that's kind of like my preface to the whole thing here.[01:21:00]

[01:21:00] But let's, let's work backwards with our secrets. So number five, number five is start expecting them. who behave like narcissists. You know, that sounds easy, but it's not all that easy sometimes. I mean, you, you can still end up in the trap of like, can you believe they did this? I can't believe they did that.

[01:21:23] Oh my gosh. I mean, I remember having this conversation with a client one time where she had this. huge situation with her soon to be ex in the parking lot of the school. And it was like eight o'clock, 8 30. And she's, she calls me at my office and she was like, can you believe he did this right in front of the students, in front of the teachers, everybody was there.

[01:21:48] And I remember saying to myself, to her because she kept saying, can you believe he did? Can you believe? Can you believe? And I remember saying, yes,

[01:21:59] [01:22:00] especially after all you've told me about him. What I can't believe is that you can't believe it. She actually started laughing because she was

like, Good point. Fair points. Like, yeah. You know, because like, just, yeah, don't be surprised when they act like themselves. Right. They just. Except them, there they go, there they are, acting like their narky selves.

[01:22:26] Don't be surprised when they just act like themselves. So that's secret number five. So now we're going to go to secret number four. Secret number four is to be super specific about what it is that you want. So having a powerful mindset means what is it that you want? Do you want a certain outcome? Do you want a certain vision?

[01:22:50] What is the goal? of, you know, the negotiation that you want. Is it, you know, a certain parenting plan? If it's a [01:23:00] business negotiation, what is the outcome? Sometimes people forget that. It seems so simple, but people often forget. Is it, you know, if you're trying to end a business relationship, even if it's not a negotiation, What would be your perfect outcome?

[01:23:19] You know, is it to just go your own separate ways? Do you wanna keep the business? Do you want to sell it? Do you want to dissolve it? What is it that you want? Do you wanna keep the clients? Do you not be super specific, you know, write it down. Maybe write it down and post it everywhere. What goals do you want for your life, for your business, for your career?

[01:23:46] Watch my interview with Bob Proctor, by the way, which is amazing. And not only, by the way, changed lives of many people who watched that interview, it changed my own life. I, it was like one of my favorite interviews that I've absolutely ever done. [01:24:00] So. Definitely go check that out. So that's secret number two, be super specific.

[01:24:05] You are placing orders to the universe. By the way, you're placing orders to the universe. Even when you say things you don't necessarily want. So, you know, a lot of people say, I don't have enough money. I don't have enough money. I don't have enough money. I don't have enough money. And I wonder why the universe doesn't bring them more money.

[01:24:24] You know, come on, be careful with what you say. Your words are very powerful. So if you want more money. Be careful about what you say. Okay, so that's secret number four. Secret number three is stay laser focused and put your emotions into it. See yourself in your outcome. Feel it. Emotion plus motion equals your outcome.

[01:24:55] Like. Really, really feel it, you know, the movie, [01:25:00] The Secret, they were talking about like feeling yourself in the car, like you're, you

feel your, your hands on the steering wheel, you feel the hair, the wind in your hair, you know, like really feel it. You have to really feel like what it's like. And like, you can't just.

[01:25:17] It's like, write it down on a piece of paper. You got to really, really feel the emotion of what it is that you want, because that, that vibrational energy is super, super important.

[01:25:40] All right. Number two. Watch your words. No weak language. No, no, I'm trying. I'm hoping I might. Maybe. I'm sorry. None of that. No weak language, people. No, I'm doing. I [01:26:00] am Yoda. We're Yoda here. Remember Yoda? Do or do not. There is no try. Yes. Love Yoda. All right. I'm secret number one. Secret number one. This is my own little secret.

[01:26:17] This is for me as well as for you. I gotta do this myself too. Number one for myself is I don't leave my thoughts unsupervised. You know, at least for me, my thoughts cannot be left unsupervised. I don't know about you, but I have to like, if I'm you know, walking the dog or, you know, doing things where my thoughts are left to their own devices, then I'll usually go into the good neighborhoods.

[01:26:43] They usually end up in the bad neighborhoods. So I usually end up listening to podcasts, books, you know, audible books, things that will fill my head with the things that I, I want. So, you know, control your input that helps to control your output. [01:27:00] So. That's what I do. Don't leave your thoughts unsupervised.

[01:27:04] That is secret number one to having a super powerful mindset. Let's talk about this narcissist. They come across so powerful, so all knowing, like everything is going their way. And it's so frustrating sometimes. So it makes you sick like you feel nauseous inside and you really start to feel and believe and, and, and.

[01:27:34] You know in your heart, like oh my gosh I can never win, I can never get past this. They always seem to get away with everything. Why do they always seem to get away with everything? Oh my goodness, I have had so many people say to me, how are they getting away with this constantly? And, it just seems like it never ends, like how are you ever going to get past that?

[01:27:58] Like you're just [01:28:00] constantly on the defensive. So hard to even imagine what it would be like to actually go on the offensive and it seems really kind of like you're putting on somebody else's clothes or code or

something like this doesn't seem right to go on the offensive. Um, a lot of times when you narcissist, it probably means that you're an empath or an empathic.

[01:28:30] person, a very caring person. You feel very deeply, and that's what attracted the narcissist to you in the first place. And you as the empath were attracted to the narcissist in the first place because you saw something within them that you could potentially help them or love them back to health and all of that.

[01:28:52] That's what we empaths want to do. And if you want to know more about the relationship between the narcissist and the empath, [01:29:00] check out my video on exactly that. There is like a symbiotic relationship between the narcissist and the empath. So, you know, all of this, it means. That when it comes time to actually fighting back against that narcissist who feels so much more powerful than you, it's really, really hard.

[01:29:21] And sometimes it can feel impossible, but it's actually so not impossible. The one thing I really want you to understand is that a narcissist is just a huge bully. A huge bully who's actually, super scared inside. And the big secret is that you are actually the more powerful one and they don't want you to know that.

[01:29:45] So they go to great lengths to try to make you think that you're the one who's less powerful, that they are the ones who are all knowing and all powerful. And in fact, they even, use [01:30:00] manipulation tactics and all kinds of verbiage and they do all sorts of things to make you feel like you are the weaker one.

[01:30:09] So they'll even say things like, you know, no one else thinks the way you do and everybody else. Thinks this and this and this. And so you really start to feel isolated. And if you wanna know more about narcissist favorite sayings, check out my video on the narcissist favorite sayings. But you're basically put in this position to just feel like they never lose no matter what.

[01:30:36] And so, you know, you, you sometimes feel like giving up, but I'm here to tell you that it's. It's never okay to give up. Don't give in. Don't give up. These people are basically terrorists and if you fight back against them, you will see that they will eventually come unglued, that they will eventually collapse, that they [01:31:00] will eventually give in.

[01:31:01] And if you want to know more about what happens when a narcissist collapses, you should definitely check out my video on what happens when a

narcissist collapses. So how do you fight back against a narcissist when they seem so much more powerful? Well, the first thing that you're going to do is. Do you know, check in your mindset.

[01:31:22] What is your mindset? Is your mindset something that says, I can be powerful against this narcissist? Or is it saying, I'm never going to win against this narcissist? And so if you wanna know more about your mindset. out my video on power thinking when it comes to narcissists. Mainly what you want to do is just start to believe that you can be powerful against the narcissist.

[01:31:48] Understand that I've helped millions of people get the results that they want, and I can help you as well. But. You can also help you just watch these [01:32:00] videos or do the things that I'm telling you to do You can do it. So start to believe it because you can go wait a minute All these other people have done it in the worst of situations.

[01:32:12] They've turned it around yet. You can start to turn that ship around. 80 percent of a negotiation is one before you even walk into a room and 50 percent is your mindset. So number one is just believing that you can do it. So number one is your mindset. Set. Number two is keeping your emotions in check.

[01:32:34] Just really, really, when you are negotiating with that person who seems so much more powerful, they are going to try to trigger you. They are going to say things that they know will up. They know how to push your buttons, especially if it's in a divorce situation or even a business partner situation where you've actually had a chance to really get to know this person.

[01:32:57] They know what your weak spots are. [01:33:00] They know how to get to you. So they know that if they say a certain thing, it's going to trigger you. It's going to take you off of your game. And don't allow them to penetrate. Don't allow them to, um, get to you, you know, especially in front of them. I mean, hey, if you need to go cry or scream in the shower afterwards, scream in your pillow, yell to your therapist, whoever you need to find.

[01:33:28] But when you are in that situation with that narcissist, you say things like, uh, I can. See that, that's how you feel. You know, like in other words, you leave it all over on their side of the table, it's not coming over here and you know, it's almost like there's this glass shield around you, and it's just like the bullets are just pelting off and heading back over their direction.

[01:33:51] All right, so when it happens, you just. I hear what you're saying. I know that's what you believe. [01:34:00] Something like that. You just, you constantly are saying things that will actually just allow you to disarm them. And, and also So you to not be affected. I also have a video called Phrases to Disarm a Narcissist.

[01:34:16] You can check that out if you'd like as well. So that's number two. And I really, really want you to believe that you are powerful.

[01:34:39] This is the start. Mindset, keeping your emotions in check. The third thing that you can do is actually really, really do your research. You're going to research your side, you're going to research the other side. You're going to, like, do as much as you can to have everything prepared. Understand exactly [01:35:00] and anticipate what it is that they're going to say.

[01:35:03] And then that way you'll have a response for it. The more that you can prepare, the less... The more that you have your arguments ready to go, the less powerful they will be, especially if you're anticipating what the other person is going to say. And the fourth thing that you can do is use languaging that makes you seem more powerful.

[01:35:30] In other words, you can say things like, I know that we are both on the same page when it comes to this. But here is one issue that I want to present to you, and I anticipate that this is what your argument is going to be, and here's what my argument is. So you use powerful language, and you can also use powerful body language.

[01:35:54] So that's going to be number five. Use powerful body language. Power [01:36:00] language is, you know, putting your arm draped over the chair, use grabbing your chin, um, steepling. These are three different ways that you look more powerful.