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SPEAKERS

Edroy Odem, Dr. Mark Goulston, Scot McKay



Scot McKay 00:01

Welcome to the milestone episode number 300 of the mountaintop podcast. Want to kick it off with a big announcement? Monthly master classes for men are indeed starting this coming Wednesday, April 27 2022, at 8pm Eastern Daylight Time. Now every month you can expect to explore a topic central to masculinity, women and relationships in detail. With plenty of interaction, q&a, and even prizes. You'll emerge from these master classes with practical straightforward answers you can put into action immediately. The inaugural masterclass is this coming Wednesday, and it's called hypnotic flirting that drives women wild. Now gentleman flirting is of course one of the most formidable concepts to most men. The fear, confusion and frustration that keep most of us from mastering it ends up being exactly what keeps us from meeting and attracting women at all, doesn't it? But the truth is, it's not only a natural part of human nature, once you discover the secrets, it's not nearly as dangerous or complicated as it might seem. But it is the objective difference between men who live a lifestyle of charming and attracting women and making them eat out of their hands and those who will go hungry one evening one masterclass can be the game changer for you go to [mountaintop podcast.com](http://mountaintoppodcast.com) front slash masterclass to get all the details and secure your ticket. And you can also score season tickets entitling you to eight monthly masterclasses at a substantial savings. And now enjoy this powerful episode with a man I'm proud to call my friend, Dr. Mark Goulston.



Edroy Odem 01:53

From the mist enshrouded mountaintop fortress that is X & Y Communications Headquarters, you're listening to the world famous Mountain Top Podcast. And now here's your host, Scot McKay.



Scot McKay 02:06

All right, gentlemen, welcome again to yet another episode of The World Famous mountaintop podcast. My name is Scot McKay at Scot McKay on Twitter clubhouse. And now Tiktok also real Scot McKay on Instagram, you can find the YouTube videos by searching my name as Cot MC

Ky, on YouTube. The website as always is mapped to top podcast.com. And gentlemen, if you're not already a member of the Facebook group, the mountaintop Summit, we look forward to welcoming you seeing you there and interacting with you there. This episode of the show in particular, is the milestone 300th episode of The Mountaintop podcast. In celebration of that I first and foremost thank each and every one of you guys from the bottom of my heart over the years who have supported the show. And in line with that deep sense of gratitude. I have a great guest for you today. Indeed, my returning guest today is one of my favorite people. Dr. Mark gholston from Los Angeles, California. In the estimation of many, he is the longtime world class expert in the field of human conflict resolution. And I can state for you without even a hint of uncertainty that this man walks his talk as good or better than anyone I've ever met in my entire life. That's one of many reasons I deeply respect him. He's also the head of the Michelangelo mindset and a founding member of the Newsweek expert forum. He's the author of get out of your own way talking to crazy why cope when you can heal trauma to triumph and his book, just listen, which is in 28 languages nowadays, and is the top book in the world on the topic of listening. So welcome Dr. Mark gholston to the podcast. Welcome back, I should say.

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Dr. Mark Goulston 03:57

Thank you for having me back, Scot. 300th episode. That's quite a milestone. Does that mean it something changes on Apple podcasts? I thought 300th Episode means something out in the world of podcasts?



Scot McKay 04:10

Well, for sure, it means we've been here a long time. I've done a lot of shows, and done a lot of editing. But if Apple gets a bit kinder to us on Apple podcasts, that'll be a very good thing for sure, definitely. But you're also the host of a wonderful podcast called My Wake Up Call. And guys, you should listen to that too, because it's a great show.

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Dr. Mark Goulston 04:30

And you were a great guest.



Scot McKay 04:31

Well, thank you very much. It was an honor to be on. We're looking forward to a great show today, also Mark. And I'll tell you what, this is one of those topics that's been bugging me lately, and I've been just champing at the bit to do a show on it. And you are absolutely the right guy, the right expert to help address it. Lately Mark, there's a number of masculinity experts on Facebook and YouTube who are attempting to respond to this ongoing backlash against masculinity. Toxic masculinity, in particular, by I don't know, kind of reclaiming the notion of toxic masculinity, as if it's somehow a good thing. So when people are accusing men of being toxic in their masculinity, some of these guys are saying outright, well, you know what, so what, that's the way we are, you know, boys will be boys, Men will be men, et cetera, et cetera. And you know what, Mark, that's disappointing to me, because I think it's more reactive than proactive. And that in and of itself isn't very masculine to me, if accused of being toxic, that

toxicity has to, in fact, be a perversion of virtue. And if masculinity is indeed virtuous, then why not change the narrative and focus instead, on a more proactive approach of talking about that virtuous masculinity, which is exactly what we embrace around here. By the way, it's just straight up more productive and points towards leadership. One of the most troublesome trends that I've seen in association with all of this is the supposition that kindness is not masculine. And women are perhaps not even attracted to kindness, at least not any more as if they ever were. And it makes sense to me that any woman who would not be attracted to kindness is toxic herself, especially with regard to her own view of relationships. Because if there's no kindness, what is there just being unkind to each other? And what kind of relationship could possibly benefit from that? This goes hand in hand with a particularly dreaded concept that's just been so prevalent in the world of men's dating advice for years. That idea of falling into the Mr. Nice Guy trap. So perhaps there's this conflation of kindness with being Mr. Nice Guy, right? I know, you have a lot to say on that. So indeed, there's no better guide to address this unfortunate trend, the new mark, we need you to get inside our heads sort all this out, and will help us get out of our own way. Right? Kind of like your book talks about. So Mark, go ahead. And indeed, give me your thoughts on this idea of kindness as virtue, especially for men to kick this thing off.

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Dr. Mark Goulston 07:10

Well, thank you, Scot. I make a distinction between being kind and being nice. Being nice seems to connote being a lightweight, being conflict, avoidant, being if you'll excuse the expression kind of a was a nice guy is kind of a whiskey guy. Whereas I believe being kind is having the power to hurt people. But choosing not to. And so you feel that sense in a kind person. They could be unkind, but they're choosing not to be that way. You know, you mentioned something that triggered something in me in a positive way, about Why are women attracted to men that are unkind or we used to call them Why are women attracted to bad boys? What is it? What is the thing about bad boys, I think part of the attraction, which they're discovering, is something they shouldn't go after, is, there's a feeling that when you get love from a nasty person, it's much more valuable than love from a nice person who gives it to everyone. And so there's something very special about love from a nasty person. There's often also the feeling if that person is not afraid to be nasty, and they're courting you to begin with. And so they're not yet nasty to you, oh, they'll stand up to anyone, no one's going to take advantage of me, because they'll just stand up to anyone because that's the way they are. So often, we'll get attracted to people who seem to be strong and powerful, unkind, and can stand up anywhere. Where that becomes a problem with women is that sometimes they will be attracted to men who are nasty, a little bit on the brutish side. Because initially, those men may be nice to that woman. Because it's a conquest. And those women will think he's going to be nice to me and stand up to anyone who's not nice to me. Well, the problem is continued niceness or kindness or being loving from a mean man doesn't exist. So after the thrill of the conquest is gone, that man is likely to turn it on you and start being on nice and unkind to you. And I think part of the reason for that is that with these kinds of people, it feels like something very special to get love from someone who seems to have a mean side. Whereas getting love from someone who's kind They're nice, doesn't feel special at all, because they give it to everyone. But that specialness is an illusion, after the thrill and the novelty of initially, courting you goes away, and then they can turn on you and become very nasty.



Scot McKay 10:17

Well, that seems to be the fact of the matter when you're dealing with someone who's just not an inherently decent person of high character. And yet, what comes to mind when you're telling us about all this mark is the idea that women are actually sexually attracted to that feeling of safety instilled within them by a man. So there really are two factors at play here with regard to how a woman might think, first of all, if a guy isn't usually very kind or nice to people, but he's being kind of nice to me, then I am special, which means he'll protect me from all these demons and monsters out there. That gives a woman a sense of being special, like you said. The other factor, though, that came to mind is when a man is acting like Mr. Nice Guy. Well, you know what a woman just can't trust it, it seems fake, it seems like he's got an agenda, perhaps even a sexual one. He wants her in bed. Therefore, he's given her things and he's opening the door for her. Whereas he may let it slam on a grandma, for example, without a second thought. And she just can't trust that, therefore, she doesn't feel psychologically safe in that particular situation. Much like she perhaps wouldn't feel physically safe if she wasn't sure that this guy would stand up for her against all these other people that he's capable of being mean and violent with. Am I onto something here?

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Dr. Mark Goulston 11:37

I think you are, you know, as I'm listening to you, I'm thinking that part of the attraction is men have a lot of at least manly men, even decent, manly men have a lot of testosterone. And they have more testosterone, which is an aggressiveness towards the world, that women have less of, women have more estrogen, which is more loving, connecting. And so you can understand how women may be attracted to men who have a lot of high testosterone, especially if that man initially is courting you or seeking to connect with you. Or maybe as you say, just to get you in bed. So that's not gonna go away. But there's different ways of looking at testosterone. I probably share this in a prior episode, but I'm gonna repeat it, where I talked about General Colin Powell. Do you remember that episode? that example I gave you?



Scot McKay 12:39

I'm not sure you actually gave that one on my last show. So go ahead.

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Dr. Mark Goulston 12:43

Because to me, this is an example of testosterone expressed and communicated in the right way. So if you're listening in write down this formula, aggression plus principle equals conviction, aggression, minus principle equals hostility. So it's good to be aggressive in the world, you want to be an aggressive athlete, but you want to tie it to principle or discipline or focus, or else you'll go wild. And conviction makes you strong. Hostility makes you wild. So here's an example of General Colin Powell demonstrating. To me it stands as the one of the best examples I've seen of what it means to have testosterone directed in the right way. I was giving a workshop in Dallas, and an international convention of a company called Coldwell Banker. There were 10,000 real estate people crowded into the Dallas auditorium. And this was in 1995 or early 96, I think, when Colin Powell was being considered as a presidential candidate, and he was one of the keynote speakers, and he was just so gracious, humble, talking about how he felt about his country, his community, and how important it was to give back. And he was incredibly inspiring. And then after he finished, there was a q&a. And a man

raised his hand and said, General Powell and understand that your wife had depression. I think she had shock treatment went to a mental hospital. Do you want to comment on that? And you could hear a pin drop in the Dallas auditorium. And I wonder, What's he going to say? Is he going to say something politically correct? Such as, you know, we need to treat mental illness the same as physical illness? Was he going to ignore this person as if they were a heckler? What was he going to do? And this is how he to me he demonstrated aggression plus principle equals conviction. He said, Excuse me, sir, the person you love more than anyone in this world is living in hell. And you don't do everything in your power to get her out. Do you have a problem with that, sir? So can you feel the forcefulness of that? Without being aggressive?



Scot McKay 15:27

Yes, I absolutely can. And what immediately comes to mind is how we talk about being assertive around here. Assertiveness to me, is being straightforward and direct, as long as you have a point. Because if you're just being belligerent with people, and creating hassles for people, and you don't have a point, well, once again, you're just being a troublemaker. You're not doing anything that's indicative of manly valor, or manly character. So when Colin Powell is talking about his wife, he's standing up for her in a way, he's standing up for her by standing up to someone who would bring up something inappropriate in that context, right?



Dr. Mark Goulston 16:07

Yeah, you know, and I liked the word assertive, and you just call it something that I hadn't thought of, when you are assertive in the service of a principle or a value as opposed to assertive over something personal. It emboldened you. So for instance, I'm an executive coach. And I also focus on conflict resolution. And when I'm brought into companies, especially companies where there's a lot of conflict, I will make it very clear that when I meet with people, I'll say, you need to know going into this, that while I'm in the room, no one gets thrown under the bus or bullied. And in the event that I see it happening, I'm going to call a timeout. And I'm going to take the bully outside and find out what is getting them so upset. Does anybody have a problem with that, and it creates a sense of safety that people appreciate. And again, I'm not being disrespectful to the bully, I'm just saying that on my watch, I will not allow it. And a lot of that comes from my background as a therapist, because there have been too many cases where a mother or father should have taken his or her children away from an abusive spouse, but didn't. And, and we've seen the effects, the damaging effects on those children. So I'm not going to stand by when I'm brought in and watch bullying or abuse go on. And again, I'll take that person aside and figure out what got them so agitated, that they act that way,



Scot McKay 17:56

along the same lines of what you're talking about Mark is the idea that assertiveness is typically the kind of thing to do. It may not be the easy thing to do, it may require more courage. But if you have a point, and that point has to be made, especially when it's in defense of your family safety or honor, or of those who you love in any way visa vie those people who would seek to steal something from you in some way, shape or form, then that kindness is indeed expressed by the assertiveness. And importantly, say Mr. Nice Guy would be conflict avoidant, and go, Oh, honey, you know, that guy didn't mean when he said or I'm sure it'll be

okay. Just let it go. And nothing makes a wife more instantaneously livid. Due to the insecurity, frankly, being imposed upon her by the man being Mr. Nice Guy in that situation? You know what I mean? Yeah,

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Dr. Mark Goulston 18:49

absolutely. You know, I'm chuckling because I'm also flashing on instances where I'm called in to be an executive coach. And something that I will point out to my co cheese, my clients, as I say, before we get started, you need to know that I don't work with people that I can't root for, or come to root for. And do you have any problems with my intervening with you about any situation that might be harmful to your future, or your company's future? And at that point, it sort of gains their respect and will say, No, no, not at all. And then I will smile politely and say in the event, that the person I need to stop from hurting your future, or your company's future is you How shall I approach you? So that it's, it's the most constructive that it can be? And they'll often smile at me because I hit them with a an assertive Gotcha. And the people that I work out best with will thank me, they'll say thank you. Thank you because I'm the person that I most need to be protected from. Because when I'm triggered, I can do amazingly destructive things. Well,



Scot McKay 20:09

I think the way you've worded that is profound. I absolutely love it. In my practice I to make sure I can be completely honest with people about those ideas and apparent truths, perhaps that their friends wouldn't talk to them about. And everybody is like, well, that's why I heard you, right. But getting that permission upfront, I think that mitigates against there being disappointment or hurt later, when it all seemingly comes out of the blue and blindsides them. And yeah, of course, I don't want to be mean or crest, anybody, the one thing I always tell the guys I work with is kind of a bit different than what you say, but certainly similar. And that's listen, I'm going to be on your team, I work for you, I'm always going to be acting in your best interest, which is kind of along the same lines correct of you saying, hey, I want to be able to like the person I'm coaching and be rooting for you. Right?

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Dr. Mark Goulston 21:03

Absolutely, I liked the way you put it when you said I'm always working for what's in your best interests, it also has to be in the best interest of the company that they're in, and that you'll be protective of both. But that sometimes involves you're having to step in and stopping them from something they're doing or failing to do. It's interesting. I think it's a way of gaining people's respect early on. I was mentored by eight people, they've all died. The last two mentors. One was Larry King from CNN, and before him was a fella named Warren Bennis, big leadership guy. And one of the things that was most important to me, and most powerful to me, regarding their influence on me, is I respected them so much, that esteem from them was one of the most valuable things I could receive in life. When you are fortunate enough to have a relationship with someone that you admire and respect, what you really want is to not do anything that would cause them to be disappointed in you or lose esteem for you. And it's a very powerful thing. And I think when you go in and you're going to work with people, and you basically say what you say I am here to do what's in your best interest, what's in your best

interest sometimes is my stepping in and stopping you or preventing you from doing something that's not in your best interest. So I am not here to tell you what you want to hear. I am here to tell you what you need to hear. It's in your best interest.



Scot McKay 22:47

Mark, you have five steps to developing self restraint and how that applies to being assertive. Would you share those with us?



Dr. Mark Goulston 22:55

One of the ways to Being assertive is to not be triggered when things normally trigger you. And I developed a process called the five steps to self restraint. Because I think what happens is, and especially when someone triggers us, if you're around other people, you have the opportunity to gain or lose those other people's respect by how you respond to being triggered. Because when someone says something, triggering demeaning, disrespectful to you, they're going to rubberneck wondering, how are you going to respond? Are you going to respond like General Colin Powell did in that episode? Are you are you going to get triggered, and get defensive or get sullen or escalate the situation. And I've developed a process to help you develop self restraint. And the process has the unfortunate acronym DPBOADPB. OA sounds like an airport in Texas or something, but de PBO A. And what that stands for, is when someone has triggered you, what you say in your head is downshift and downshifting is something that your car does automatically. And if you ever driven a stick shift car you do when you want to gain traction in the road. So when you're coming around a curve, and you want to hold the road instead of going off the cliff, you downshift and what happens is the RPMs of your car go up, but so does the torque, you pull the road towards you. So when you say to yourself downshift, it's a signal to not escalate and get defensive. And then what the next step is P pause. downshift pause. Poise begins with a pause and you can pause As in any situation, even if the other person is yelling at you. So what do you have to say? What do you have to say, everybody has the right to pause. And if someone gets at you, because you're making them uncomfortable with your pause, you can say I'm pausing so that I don't react angrily or negatively, and just make the situation worse. After pausing, you take a deep breath, you let it out. And then you ask yourself, What's the best outcome from this particular interaction? Given that I've been triggered? What's the best outcome? And then after you decide what the best outcome is, the final step is a, what's your approach going to be to get that outcome? So one of the approaches that I take when someone triggers me, and I've practiced these five steps so much that they're natural and internalize than me, I will automatically township pause, breathe. Think of the outcome. And my approach is almost always the same. I'll slow the conversation down. And I'll say, You seen either frustrated or upset or disappointed by something that I said, something I didn't say? Can you tell me what that's about?



Scot McKay 26:23

So Mark, you know, that idea of being a little bit quieter and more reserved, and measuring yourself is actually kinder to everybody, including, perhaps, ironically enough, the bully, even the bully themselves, right?

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Dr. Mark Goulston 26:37

Oh, absolutely. And initially, they may react negatively, because they're trying to provoke you. Because if they get you off balance, bullies often feel that they can then go for the jugular. Now one of the best ways to deal with bullies, by the way, and I've written extensively on this and spoken on it. In fact, I've spoken at a number of women's conferences, and the title of the talk is never be bullied again, is that one of the things that most bullies have in common verbal bullies is they will push you past your hurt your fear into your anger, and then your outrage. And then what happens is once a bully triggers the outrage in you, they count on you needing to calm yourself down to deal with them. And when you need to calm yourself down to deal with them, you're off balance. And that's when the bully will go for the jugular. So if you have bullies in your life, one of the best ways to deal with them is to, first of all know who they are ahead of time. Never expect a bully in your life to not be a bully. So at any given conversation you have with them, hold the little bit of yourself back, and never expect them to not try to bully you to get their way. And then when they do that, instead of leading with your bare neck, you pause, you let it go over your shoulder instead of hitting you between the eyes or in your gut. And you apply the DPP oh a so you downshift you cause you breathe. And the outcome you want is to not succumb to the bully, because then they'll just continue to bully you. And the approach, you can take at that point, since you held a little bit of yourself back, you're able to respond to them without reacting. And you say it and you say to them, you seem frustrated or upset? What is it that I did or I'm failing to do that caused you to do that. And then when you look at them, you will see they will get flustered. Because they were expecting to be able to provoke you. And have you go off balance where they could take advantage of you.



Scot McKay 28:56

Kind of like the long version of, "You mad, bro?"

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Dr. Mark Goulston 28:59

In fact, I like your version better. Mine was too much. But something I did want to share, which I think is new since I was last on. And this is probably kindness on steroids. There's something I call the HUVA exercise. And if you can do this, every day for a week, you'll start to internalize it. And you will be not just kind you will be totally present with other people. So the way you apply the who've exercise is once a day think of a conversation that you want to go well from the other person's point of view, not just your own. So that's usually someone you care about. Could be someone you care about in business, it could be it could be someone in your family. And so you have to start out with the intention. I want this to be that conversation. And you have the conversation and then afterwards. This is how you build the HUVA muscle. Have you rate yourself from their point of view? So the conversation is over? And I could even apply this to you and our conversation, Scot because you're doing very well. So you rate yourself from the other person's point of view? How much did that other person feel heard out by you? So I have felt very heard out by you, as opposed to interrupt it. Second, how much did the other person feel understood by you? And I'm feeling very understood by you. And you show understanding by asking questions about what they're saying. To clarify, say more about that. What did you mean by that mark? How much did the other person feel valued by about what you did, and I felt valued and what I have to say, because when I've said something you've built upon it. And finally, on a scale of one to 10, how much the other person feel that you added value to what

they had to say. And you've done that magnificently, because I'll share something, you pause, and you'll consider it, you'll try to understand if you value it, and then in a conversation that you and I are having, you will take it into an additional direction, that adds value to what I've said. So if you apply the HUVA exercise, once a day, to a conversation that you want to go well, you're going to notice that the other person is much more engaged with you. Because very few people in this world feel heard, understood, valued, and that someone added to that value.



Scot McKay 29:24

Now what you've just set forth is an excellent roadmap for being kind, perhaps even gentle, yet still masculine. You know, earlier, you were talking about your formula for how a man can harness aggression in tandem with genuine kindness. Would you repeat that for us?



Dr. Mark Goulston 31:59

Aggression plus principle, equals conviction. Aggression minus principle, equals hostility. Conviction makes you strong hostility makes you wild.



Scot McKay 32:15

You know, Mark, as you're talking about that, I'm thinking about my definition of compassion, which is empathy plus purpose. In other words, I have both the desire and the ability to do something about the suffering of others, which I find to be a very masculine quality, and that matches up well with this masculine kindness, as we're talking about today, correct?



Dr. Mark Goulston 32:36

Yes, yes, absolutely. It's something else that I think about in masculinity. And I've been doing a fair amount of talking about something I call the Michelangelo Mindset. And what that's about is that Michelangelo famously said, I saw the angel in the marble, and I carved until I set it free. And Michelangelo leadership, and I have an article up at real leaders, if you look up real leaders, Michelangelo leadership, you'll see it inside your people, if you're a leader, is a desire in them to trust you have confidence in you feel safe with you, we respect you, admire you and like you, trust, confidence, feel safe, respect, admire, like and be inspired by you. And in that article, and this is this is basically the only executive coaching I do, because I think the world needs these people. And one of the ways that you do that, to be this kind of leader, and if you think it's a little bit too woowoo, what kind of leader would you be if your people don't trust you, they don't have confidence in you, they don't feel safe with you. They don't respect you. They don't admire you. They don't like you. And they're not inspired, but you probably wouldn't be a very good leader. And the way you manifest this, and this is in the article is you want to be unflappable under pressure, meaning that you're you're calm and centered. You want to be present, meaning you're not robotic, you seem accessible, you provide safety, and this will also increase respect, but you take charge of the situation. But as soon as the crisis passes, you stop being controlling. And you're and you're more consensus driven. Now, during a crisis, you're taking charge may be that you're being controlling, this is what I'm going to do. This is what I need you to do. And I think taking charge is a great example of assertive masculinity,

was being overly controlling of others, is often a negative thing. Also to finish how to become this Michael Angelo leader, you're knowledgeable, meaning you don't shoot from the hip. You know what you're talking about. And you have a track record of it tabac. Get up. Something that increases people's admiration and they're inspired by you is that you're wise. And wise means you know what's important. And you know what's unimportant, and you focus on what's important. And then in terms of being liked, you have a sense of humor, you don't take yourself too seriously. And you're also humble and gracious. It's not all about you. And it's not all you taking the credit, you give your credit to the team. And that you were just part of that. And so when you can demonstrate being unflappable, present, taking charge, Knowledgeable, Wise, having a sense of humor about yourself, being gracious, and humble. People will feel all those other feelings towards you.



Scot McKay 35:55

You know, leadership is often and correctly I might add, associated with masculinity. And instead of leading by brute force, and perhaps commanding respect, what you're talking about is earning that respect. And kindness goes a long way, along with that feeling of confidence and kind of taking care of the people you lead, to make them feel even better about being led. Correct?



Dr. Mark Goulston 36:19

Absolutely. And I love that we're talking about this, because we do need kinder leaders. But we also need people to view that kindness as a strength as opposed to a weakness, someone we talked about, and you were very complimentary about was Mr. Rogers, could be seen as exceedingly kind. And I think anybody who's familiar with his career or watched the documentary based on his life, you'll see, when he was called to Congress, to speak about what he was doing, he was just extremely kind. And it just, it just ruled the day. It was incredibly powerful.



Scot McKay 37:01

Yeah, you're talking about the situation where Fred Rogers was defending public funding of public broadcasting and PBS sent Fred Rogers to do their dirty work with Congress. I mean, that would seem rather ironic to anyone with a merely cursory knowledge of the television persona of Mr. Rogers. But if you guys listening I've ever seen the clip, which is readily available on YouTube because it's a classic, by the way, and I'll put a link to it in the show notes. Fred Rogers almost audibly takes a deep breath, and stands up to one of the most rough and tumble members of the US Senate from that era. It was a guy from the Northeast somewhere named Pastore. And the senator, indeed the whole committee, apparently recognized that unique brand of masculine character that Fred Rogers threw down. And at the end, having been completely been won over, the senator said something to the effect of, "Well, I think this is wonderful." And the funding proceeded. It's just a fantastic story. And you know what, for the benefit of this audience, I was admitting to you before we started recording this episode, Mark, how much I admire Fred Rogers, his masculinity, because he's a kind man, but he's masculine in the way women define it. He's a provider and a protector, too. His wife famously loved him dearly, until the day he died of stomach cancer. And you know what, another interesting aside,

Mark is, you know, for the benefit of these guys, I revealed to you that I kind of find a lot of those same traits I've noticed in Mr. Rogers also present in you. Except the pattern interrupt there is how you visually resemble Chris Wallace from television news. You know, that's something you've told me you've heard before. And it's also something I have to kind of reconcile in my own mind. And we had a little bit of fun with that. But you're indeed your own man, of course, with your own thoughts. I want to share something about you with this audience, because I think it's important and kind of puts a fitting coda on this whole concept of being kind and being a masculine man at the same time. Mark, you know, you have this gift, for giving away compliments, and helping people feel good in the shortest amount of words possible. It's almost like magic. But you know what, I'll trade emails with you. And you'll make my day with four or five words, just by saying something so simple. And I've learned so much from that. And I'm endeavoring to do that in my life with other people and already seeing wonderful results. That along with your idea of feeling felt this idea where people just want to be acknowledged, they just want to be heard. They just want to know that you understand where they are, that you can empathize with them. Having wrapped my head around that more than ever lately, that indeed occurs to me as an extremely masculine trait. Because with that, you can then wield your power to do something about it, turning it into compassion. Even assertive compassion, mind you, turning it into purpose, raw purpose. And man that just makes the women in your life adore you even more, doesn't it?

D

Dr. Mark Goulston 40:10

Well, it certainly doesn't hurt, I think, something that people have said to me. And I try to take it as a compliment. And I think it goes along with it is people have said that I appear very comfortable in my own skin. People said, you know, Mark, when I talk to you, you seem very real, you'll be passionate about something. But it's not like you're selling or promoting anything, or forcing yourself on anyone. And I think I am comfortable in my own skin. And I think part of that is because my focus is always to be of service. Now that said, I do like to occasionally be articulate, and have a turn of phrase that the other person enjoys, but I enjoy coming up with. But I think my orientation, and part of this is I'm trained as a psychiatrist, as a therapist, my focus is on the patient's well being, as opposed to my getting anything from it. And it's also something that I work with people on because a lot of people will say that they're just not comfortable in their own skin. They're always a little bit on the defensive. They're always a little bit wary. And it comes out in their interactions with other people.



Scot McKay 41:30

And another thing about you Mark is, although you're extremely accomplished, you're one of those guys who's over themselves. And that just puts people at ease. It comes off as a kindness and a wisdom. And I'll tell you that gets right to the heart of everything we've been talking about here today. Just a fantastic, fantastic conversation. Dr. Mark Goulston is a founding member of the Newsweek Expert Forum. He's also an author of multiple popular books, including *Get Out Of Your Own Way* and *Just Listen*. And when you go to mountaintoppodcast.com/kindness, you're going to be able to buy yourself a copy of *Just Listen*, which has been translated into 28 languages all over the world and well worth reading. By now, you know that Dr. Goldston is extremely smart down to earth and has a lot to say. And having gotten to know him, I'll vouch for how he's exactly the same off the record as on that is to say he's a man of character in a world where that's an increasingly rare commodity, isn't it?

I'm going to put all of his books back to the top of my Amazon influencer queue at mountaintoppodcast.com/amazon. It's all there for you for the taking. And gentlemen, if you have not read the works of Dr. Mark Goulston yet you need to drop everything, grab a few of his books and get on it. Dr. Mark, thank you so much for joining us again, man. It's always such a pleasure. Just so much value from this conversation. Thank you so much.

D

Dr. Mark Goulston 42:58

You're welcome. And thank you. I remember one of my mentors, Warren Bennis had this saying that one of the best things about people saying nice things about you is it gives you something to live up to. So thank you for providing that for me, Scott



Scot McKay 43:15

Yes, it's definitely my pleasure. And I appreciate you very much, Mark. And gentlemen, I also appreciate every single one of you who have helped make this show possible for over 15 years now. Wow, it's been that long. We're up to 300 episodes and hopefully many, many more to come. If you have not yet visited mountaintop-podcast.com After all these years, please make it a point to do so. Check it out. The masterclasses are here. If you are listening to this show the first few days after it's published. The very first one is happening on 27th April 2022 at 8pm Eastern Daylight Time. And by popular request, it will be on hypnotic flirting that drives women wild This is a huge topic of risk reward frustration for many, many men and you will emerge from that masterclass a changed man was the women will love you for look for the link to grab your ticket at mountaintop-podcast.com or simply go to [mountaintop-podcast.com front slash masterclass](https://mountaintop-podcast.com/front-slash-masterclass). That link is evergreen, by the way. So if you are indeed listening to this show at a later date, no worries, just head there and see what this month's exciting and actionable topic is. Also at mountaintop-podcast.com You can still get on my calendar to talk to me for free for 25 minutes about what's on your mind, say the word and we can come up with a plan of action to get the woman of your dreams into your life. And gentlemen, if you have not been attracting the women you want, if you seem like you can attract the women you don't want but you just draw a blank with the women you really want. You know what I mean here? I'm the guy to talk to. I also specialize in helping you get a handle on these problems. See these puzzles if you will that the books and the videos out there just don't seem to be solving for you get on my calendar at mountaintop-podcast.com And let's talk about it and until I talk to you again real soon this is Scott McKay from X & Y Communications in San Antonio Texas. Be good out there.

E

Edroy Odem 45:27

The Mountain Top Podcast is produced by X & Y Communications, all rights reserved worldwide. Be sure to visit www.mountaintoppodcast.com For show notes. And while you're there sign up for the free X & Y Communications newsletter for men. This is Edroy Odem speaking for The Mountain Top Podcast.