

# mtp380

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## SPEAKERS

Scot McKay, Lauren Zander, Edroy Odem

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Scot McKay 00:01

Hey guys, if you're like most men out there, you have been left a little bit confused and perhaps a whole lot anxious about what's going on with AI how quickly it's approaching, and especially how it's going to affect the nature of men relating to women going forward, you know, online dating, even offline dating, finding information about you, creating AI girlfriends themselves even, well, what's a guy to do? I have a brand new audio program with a transcript for you that you can download at [mountaintop podcast.com front slash AI](https://mountaintoppodcast.com/front/slash/AI) for about the price of lunch. And this audio program hits the ground running, it's absolutely fluff free. And in a relatively brief amount of time. My promise to you my guarantee, if you will, is that you'll be absolutely up to speed with all things AI, even as most other guys are left in the dust still wondering what's going on. This audio program is called Women and AI and it's brand new this week, released around the same time this podcast is dropping. It's there for you to download immediately at [mountaintop podcast.com front slash AI](https://mountaintoppodcast.com/front/slash/AI). And now let's get to a great episode with my returning guest who is very smart and a whole lot of fun. The one and only Lauren zander.



Edroy Odem 01:33

From the mist and shrouded 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 01:47

All right, gentlemen, welcome to yet another episode of the world-famous Mountain Top Podcast. As always, my name is Scot McKay, I am your host at Scot McKay on Twitter, on tick tock on YouTube on just about every social media platform out there. Instagram is the only outlier. I'm at real Scot McKay there. And I guess, you know, by proxy, I'm also at real Scot McKay on threads as well. The Mountaintop Summit is the Facebook group that everybody who's listening to this show is joining in droves. And guys, you should be there too, because we

have a lot of fun. The website is mountaintop podcast.com where you can get on my calendar to talk to me for free for 25 or 30 minutes about what's on your mind. I'm exactly who you expect me to be. And I look forward to talking to you also you can download a free copy of my book sticking point salt, which covers just about every situation you can possibly imagine. And then some when it comes to sticky situations with women in your life. Onward. With me today is a returning guest. It's been a few years since she's been on and she's a lot of fun. And we had a great show the first time so I have no idea what took me so long. Her publicist got a hold of me and I was like yes, yes, indeed. I'd love to have Lauren Zander back on my show. And when I heard about the topic that's most on her mind lately. I doubled down I was like, we gotta get this show done. So we're gonna be talking about seven ways people lie and my returning guest from Croatia nowadays, which is an underrated, beautiful place on the Dalmatian coast, especially. Lauren Zander, welcome back.

 Lauren Zander 03:26

Thank you very much from Croatia. Yes. Yeah, yes. Yes. I love it here.

 Scot McKay 03:33

So when did you actually move over to Croatia?

 Lauren Zander 03:36

I've actually been here for a year, I got divorced. And then, because of my career, I can work anywhere, for sure. And so I haven't been that happy with the United States. So nothing personal everyone who loves the US. But I wanted to go abroad. And I was searching for what I'm calling love and country. I had to love the country in order to care about finding love. And so I was traveling the world and I got to Croatia and I love Croatia and have been dating a great man ever since I got here. Wow. Good for you. And so it's been a year. I've been here a year. You've been there

 Scot McKay 04:19

a year. Yeah. It's a wonderful part of the world. Like I said, Europeans are well versed in how lovely places like Dubrovnik are, you know, in some lit most Americans, kind of like we haven't discovered Crete, or really the Balearic Islands in the United States. Europeans all go to those places on vacation routinely. And it's kind of a well kept secret from Americans, right?

 Lauren Zander 04:43

It's I'm on the island of Coachella and its claim to fame is this is where Marco Polo is from. And it's just, it's, you know, it's water everywhere. It's beautiful and the food's been and

 Scot McKay 05:00



Scot McKay 05:00

Are you allowed to open your eyes when you're swimming?



Lauren Zander 05:04

I wouldn't know.



Scot McKay 05:06

Markopolos from there. You know, obviously, if you're swimming around you got to play mark. Oh, well,



Lauren Zander 05:11

Marco. You're right. You're totally right.



Scot McKay 05:14

Don't tell me you didn't play that swimming pool game when you were a kid?



Lauren Zander 05:17

I did. Yeah, I did. I really did. I just didn't know I was going to end up living where he came from.



Scot McKay 05:24

Yeah. I mean, you are in the capital of Marco Polo worldwide. Fantastic. All right, so enough about me. Today, we're going to talk about seven ways people lie. Now seven is a lucky number. But you've come up with seven ways people lie. And you know, these are guys who are looking to get better with the women in their lives. So since you didn't use a gender specific descriptor there, I'm going to make a brave assumption. You're talking about men and women lying in seven different ways, regardless of their gender, correct?



Lauren Zander 05:59

Absolutely. This is not this has no sex involved.



Scot McKay 06:03

Well, no sex is a lie right there. Well, this is



Lauren Zander 06:07

how we all lie. I would say we all all us humans lie. And and then the biggest problem with this list of lies is most people will argue it's a good idea to lie.



Scot McKay 06:20

All right, well, that I guess on that note, you have told me that you're a truth teller. And your website describes you as upholding a take no prisoners brand of radical personal accountability. So I can only imagine that you're telling us the truth about lies. Right? Yes. Okay. Yes. Well, that's a good foundation to start from. What's the first one, Lauren?



Lauren Zander 06:43

Okay, I'm gonna start from the easiest. The ones people most think, a good idea, all the way down to the not such a good idea once. So the first one I'm going to say is white lies, social Greece. Okay, you look great. You look great. It's so good to see you. Oh, my God, when it's on my you want? Or could you lose weight? All of those everybody whose social graces how's your day? It's, oh, I'm having such a good day. Today's Great. How are you all have those



Scot McKay 07:18

kind of how we make small talk with people? And in this culture, especially if someone asks How you doing? It's a greeting? Not an honest question, demanding an honest answer, the proper way to respond to how are you doing is I'm fine. How are you? Regardless? That kind of thing? Right.



Lauren Zander 07:37

I mean, I don't I don't know where that was written. But I do believe that there is a total agreement in the world that everyone socially Greece's, you know, means everybody's friendly and kind, whether you're happy or not happy, or whether you even like the person or not. So I do believe lying happens right at that very second.



Scot McKay 07:57

And you know, you're talking about white lies here, which everybody does, because they think telling the actual, unfettered truth in certain situations would be socially disastrous, and definitely a bad idea. Hence, why movies like Liar Liar with Jim Carrey are so funny. Yeah,



Lauren Zander 08:14

yeah. I mean, so. So I do have a promise. I don't lie. And I don't even lie in that second. So it is possible to not even do white lies. It is possible. How does that go? Well, I happen to like

people. So it's not usually the problem of I don't want to talk to anybody. Right? So I'm actually kind of a, you know, Hi, how are you kind of girl and I mean it. But I just won't lie. Like, how's your day? I actually think and answer the question, but you could still answer one word answers, right? Decent, right? You don't have to lie, you can actually be more present with people even at the get go.



Scot McKay 08:56

And you can kind of be honest, without going into the lagoon, various details, right? Like it's there



Lauren Zander 09:03

today is that no one has to be interesting. No, no one has to be interested it actually the moment you're honest with someone. It's alarming and they're more present with you.



Scot McKay 09:15

That's kind of true, isn't it? It takes them by surprise.



Lauren Zander 09:18

It's it's authentic. Right? It's like a killer. Second, right. I can get someone to look me deeper in the eye, just by not having a pat answer. Yeah, it gets them



Scot McKay 09:29

engaged. It's kind of like it's kind of like a shock to the system because it's a pattern interrupt when someone's actually honest with you. It is yeah. So I have this theory. There are two kinds of people ready. There are people who like to piss on each other's leg and tell each other it's raining. And there are people who will be blunt and tell you exactly what they think. And I think I have this theory that both kinds of people prefer the company of people exactly like themselves and resent the other kinds of people. And it kind of sorts itself out socially like that. What do you think? Oh,



Lauren Zander 10:06

I've never thought of that. Like, like it mattered or at all?



Scot McKay 10:11

Maybe it doesn't? I don't know. We'll see how



Lauren Zander 10:14

I get away with it. Yes. See? Because cuz as long as I don't lose what is true for me, which is that you're adorable and a neat guy, and I want to connect with you, I don't have to lie.



Scot McKay 10:27

I see. Well, at least, I feel better about myself already. Because Lauren Zander thinks I'm neat and adorable.



Lauren Zander 10:35

That's good. Yeah, it's true.



Scot McKay 10:37

And back. atcha. Right. Okay, so what I mean is, there are people all over Twitter who just lie to each other all day. And they don't want the truth. They just want an echo chamber of people who are trying to get along and tell each other they agree with each other. You know, the people who will blow smoke up your kilt and all that good stuff. Meanwhile, there are people who just tell you the way it's going the way it is, you know, where you stand with all of them. You don't have to guess. And I think there are basically people who like to be part of one crowd or the other. And the other crowd can't understand why these other people are the way they are. I mean, how can they be like that? It's just making sense. That's all I mean, here in Texas. People are blind, and they kind of tell you what they mean. Where I come from back east, in the middle Atlantic States, people tend to blow smoke up each other's kilts and, you know, play this game of social graces even when it's not necessary. And Californians are famous for that, et cetera, et cetera. Oh, yeah, I'll have that ready for you tomorrow afternoon. Just give me a call. Whereas they have no attention of having it ready for you. Tomorrow afternoon. The guy in Texas will go you know, I know you're expecting this thing tomorrow afternoon. But I'm going to need at least a week Baba and the guys look. Alright, well, thank you for being honest. Now. I don't have to like, leave your voicemail messages for seven days wondering where this thing you promised me was? I'll just come back in a week and we're Gucci. Right.



Lauren Zander 12:02

I think that's I believe you and I believe a lot of attention to this way more than I have. Well, that's



Scot McKay 12:08

because I'm the second kind of person, the blood guide. And God bless Texas.

 Lauren Zander 12:14

Hi tune. That sounds good. And I did have guests from Texas here. Who came to visit me and stay here with their family and they are like very hospital like they're adorable, hospitable, kind and very honest. And the kids were very honest. I can I can give you that one too. Right. Okay.

 Scot McKay 12:32

Very good. So if we covered the first one adequately

 Lauren Zander 12:38

All right. Yes. So move on. All right. Next two easy ones, though. They're different is people exaggerate. That was the best party. Oh my god, I had the best time. Oh my god, I I sold my first company. And it was such a good deal. Right? They don't tell you the numbers. They you don't really no, you had the best time. So this is when a person in order to make something sound good. embellish. It's an exaggerates.

 Scot McKay 13:09

So this is kind of like showing the highlight reel on Facebook.

 Lauren Zander 13:13

Yes. Like he's such a great guy. Really? Is he? Do you really think so? What makes him great? Oh, I only met him for 10 minutes. Right? So it it's just someone's personality and their personality in order to be likeable. Lies exaggerates. So I think exaggerating is a way to lie. And it loses your credibility. And it's kind of another type of social grease like to get along in the world. But what people don't realize is we all can sense being lied to we don't know what it is. We don't know when it's happening. But there's something about, like the instinct of whether you like someone or don't like someone and a lot of those instincts are getting, they don't you don't understand you can feel lied to. Or you're like what is it? Why are they bothering me? What is that? Like? What just happened? Right? You can you go on rides and people are taking you on storytelling rides. And so my advice is always to not lie. And so exaggerating is one and under exaggerating, is another one. I'm exaggerating. Under exaggerating. This is people who are hiding their money hiding their success hiding their happiness. These are people that are scared of the evil eye. They don't want to tell anything.

 Scot McKay 14:32

Just tell people what they need to know. Yes,

 Lauren Zander 14:35

but under exaggerate like, oh, it was okay. It's just as much as the other way.



Scot McKay 14:39

Yeah, but it's the exact opposite direction, right? Exact



Lauren Zander 14:43

opposite because they don't want someone to be jealous. Like they actually are someone who measures like they're actually very competitive. Or they're very, they're doing very well and they are scared they're going to offend. So Got constantly caring about what other people think. And so they under exaggerate



Scot McKay 15:05

to things to add their anecdotally, okay. I've noticed that people who are quote unquote making good money, as opposed to being genuinely wealthy will brag about their stuff bragging about their money bragging about their new BMW, and the people who are genuinely wealthy, like 100, millionaires and above, don't ever talk about it. They drive a Toyota Camry. And they just kind of keep all that under wraps. Because they know better because as soon as they start bragging about all that, first of all, they have nothing to prove. So they don't need to brag about that. Second of all, the fewer people who know how wealthy they are, the fewer people are going to come try to hit up on them for stuff constantly, so they can actually live their own life. It's kind of like if you're an A list or B list celebrity, you go out with like a ball cap and sunglasses on. So people aren't constantly barraging you for attention. Whereas if you're that guy from that thing, you may stand around on Hollywood advice and waiting for people to notice you and ask you for your autograph. Exactly. That's the first thing. Second, I've noticed a trend in self help gurus that goes something like this. Everything is going great, I'm making so much money, I'm happy, I'm fulfilled in my relationships, I'm living the dream. And then you don't hear from them anymore for like six or eight months. Then nine or 10 months from now. Everybody's everybody's thinking I'm setting this up for they were pregnant had a kid but that's not where I'm going nine or 10 months, 12 months doesn't matter, really the timeframe, they come back and say, I want to let everybody know, I've had this incredible breakthrough. And I'm out the other side. And I've emerged victorious. Because see, five, six months ago, I was hooked on heroin, and I was homeless, and I was in the gutter and having the worst time of my life and I was in the pit. And now I have recovered. And I back in this that the other you will never know. They were heroin addicts and in the pit and in the gutter because they wouldn't dare post about that. But now that they've recovered from it, hey, we're going to talk about this massive way my cheese was moved to proverbially and how I've come through it. And now I'm strong again. I believe again, because of that highlight reel effect. Nobody who is your friend on social media, or probably even your friend in real life, or at least an acquaintance wants to know the bad things that happened to you that's reserved for people who are truly your closest friends who got your back through thick and thin. And that number of people is certainly a smaller subset than your 5000 friends on Facebook and Twitter, right?



Lauren Zander 17:42



I mean, the coaching I do, because of you know, the the method I developed is all about self deprecating truth telling, like I use everything I am not that I am not that happy go lucky. Don't tell everyone what I've been through, you know, the first write at all. So I really don't watch other people's press. I never was good at that either. So I you know, I live in a world where I don't think there's any competition, because I'm not paying attention to it. Well,



Scot McKay 18:16

that's good. But see, that's also because you're not a liar, and you don't really tolerate or are entertained by people who are lying. I mean, most of them.



Lauren Zander 18:25

Yes, I actually blame that I'm like, 53 and never got into it. Right? Like, I am not the, you know, I care about parts of it. Right. And I'm watching friends of mine, like people I love authentically love. But other than that, I actually, you know, find it. Doom scrolling. Right is the name of it. And I'm not allowed, right. I I'm also the thing I teach is making promises that change your life. Like if you keep that promise, you'll be happy. And if you don't frickin keep that promise you won't. Yeah. And so I follow that too. And so I am on a very strict diet, social media.



Scot McKay 19:09

You know, that is an excellent strategy that I think more people would do well to follow. I love that you mentioned this idea of doom scrolling. Meanwhile, everybody's posting their highlight reels and trying to position themselves as having this hunky dory lifestyle, right. Meanwhile, everybody else is living in their own real world and their doom scrolling, like you say, looking for shot in Florida and there's somewhere right. And it's hard to find because people are so well, they lack honesty, just like you said, they're all lying about this. I mean, it's like an error of omission instead of commission. They're telling me all the wonderful things that happened my kid won this race blah, blah, blah. My kid got this award. My kid is on the Dean's list, but anytime something disastrous happens, well, that doesn't make it to social media. As if everything's just going great all the time. And meanwhile everybody is just rolling their eyes disgusted by all these douchebags who talk about how great their life is, when everybody knows that can't possibly be true, right?



Lauren Zander 20:08

I would have to give you a Yeah. Yes, that is loud and true. And you did I was actually going to you said omission I call it with you know, omission or withholding information is one of the most devious ways humans lie. Like if you don't ask me I don't have to tell you. And so that one especially for you know, daters is a disaster,



Scot McKay 20:36

or people buying houses where multiple axe murders were committed. And they forgot to tell

you that

 Lauren Zander 20:41

oh, oh, yeah, stuff, I guess that could be tricked here.

 Scot McKay 20:45

Well, that's actually a real world scenario that's in our neighborhood. I was saying we had a horrible event where a guy killed himself, his three kids, his two dogs, and his wife in the garage. And it happened probably seven or eight iron shot from here in my neighborhood. This probably goes back four or five years now made national news, more more police cars than I've ever seen, et cetera, et cetera. And my wife and I, and all of our neighbors were like, they gotta raise that house, that house is gone. There's no way anybody's ever gonna live there again. No, it was actually a rental and owners just came at a cleanup operation, you know, and slapped a new color of paint on the front of the house. And it's been rented again and again, since but interestingly, there have been like 10 or 12 tenants in three years. And they don't have to disclose what happened in that house in Texas. They only have to disclose it if the house is sold. Classic error of omission. Right?

 Lauren Zander 21:43

That's really, I mean, what would you do if you buy a house? And if it's not the law? Is it omission?

 Scot McKay 21:50

Well, I hate the people or neighbors on both sides have moved out.

 Lauren Zander 21:54

It just could be the one place like if you you know, that's business? I don't I don't know if the law says you don't have to tell? That's a really interesting question. Right? This is personal relationships. All right. Not this is this is personal relationships.

 Scot McKay 22:11

Well, not to hijack your list, but is that one of the seven that I got told ya early? Okay.

 Lauren Zander 22:17

Very Yeah, no, no. Well, you brought it up. So I think it's a really good it's, it's one of the it's one of the ones that hurts people the most down the road in their relationships is i Don't Ask Don't

Tell. And then find out later and then see how that goes.



Scot McKay 22:35

So if you don't ask me whether I have an incurable STD or not, it's your fault when we have unprotected sex that you got the incurable STD, because you didn't ask.



Lauren Zander 22:44

I think that one might always be the person who didn't tell us problem because that one really has led that like goes back to, you're supposed to be polite, and do social grease, right? Like I think at this day and age, people do get to tell their for B stories. But but you know better because you're you're you're in the dating scene, right? I had to make it applicable. Right? Definitely. Omission omission is really the amount because I've also coached women who I coach, more women than I do men on dating, and the amount of omission on children, like people not telling they had a kid or had been divorced. Right. And then I'm like, Oh, my God, you have to learn to ask all the right questions on the first date, because people will figure out how to not tell that, which is, you know, crazy to me. But yes, it's true.



Scot McKay 23:38

Well, you know, you mentioned something a few minutes ago that I want to dig into a little deeper. And that's this idea that people generally know when they're being lied to. I don't know, Lauren, I think a lot of people, they have this truth bias, right. And they want to believe something is true, if they need it to be true, or they would like for it to be true. This is something Malcolm Gladwell talks about very deeply. And one of his newer books called talk to strangers. And if people are wanting this truth, they will claim to it and then when they find out ups, maybe this isn't true, after all. They'll come up with a very real version of cognitive dissonance to keep from accepting the truth. And I think this is how a lot of brainwashing and mind influence happens on Twitter and social media people find a group of people they want to be a part of, they want to be part of something bigger, they want to belong and even visa vie their side doing the exact same wrong things the other side is doing. They want to claim that they have the virtue and the other side is always wrong. And to me, if your side is always right, and the other side is always wrong. You don't have an opinion. You're part of a cult. Whichever side it's on.



Lauren Zander 24:58

Yeah, I think you're I I actually think you're totally right about that. People don't catch other people like, okay, like I, what I was talking about was the nature of when you don't like someone, like I don't know why I didn't like them or I didn't feel comfortable or like, is because they, they could be being full of shit, right? Like there's some way that person is being and you have a bias instinctively not to like them in meeting someone face to face was what I was talking about. And some and I was talking about their nature and their the way they're chatting you up or the way they're talking at the table and you're sitting at a dinner and you're listening

to them and you're like, why don't I like them, and they could be exaggerating withholdings, like they're managing their appearance. And then they're riddling it with lies and what I think is a person will like someone much better if they're more honest.



Scot McKay 25:59

Yeah, I think that's that's pretty clear. Yeah, I think that's that was. That was Yeah, yeah. What's the next one?



Lauren Zander 26:05

The next one is? This one's like another little delicate one. It's people misrepresent what what's true, right. So Oh, I loved that book. Right? So they want to look good in front of someone else. And then they will misrepresent the truth. So you'll think I read the whole book, but I didn't really read the whole book. Or I'll pretend I know something about that country. You know, Croatia, I know something or I Oh, yes. That's like, I'll agree with you. Right, I'll go along for the ride pretending I know shit that I don't know. And so I call that's misrepresenting that you and you're lying. Right? So people will lie through misrepresentation.



Scot McKay 26:50

Okay, I think that's fair enough. For example, someone wants to cozy up to someone, or brown knows somebody. So whatever they're interested in, the person talking to them will feign interest in it as well, just to earn brownie points. That's an example.



Lauren Zander 27:08

Absolutely will say the right thing will misrepresent, like, oh my god, that was so much fun. Or like, they will tell the story, too. And it's a misrepresentation of what was happening or in a more delicate matter. Right in your relationship. You know, did you think she was pretty? Right? The The right answer is well, well, I you know, I guess so.



Scot McKay 27:33

She's a very nice girl, the one I'm sending you



Lauren Zander 27:35

right? Right like but the real answer is Did you see how bad she was? Right so it that's misrepresenting to we'll see



Scot McKay 27:44

the example I had had on the tarmac was every Mr. Nice Guy out there who's desperate for a date will agree with anything any hot girl says. Just in an attempt to supplicate



Lauren Zander 27:56

that is exactly misrepresenting. Sure, exactly how good that one.



Scot McKay 28:02

Oh, man, this one's painful. What's the next one? Okay,



Lauren Zander 28:05

so this one is out. Right? Like, I didn't take the cake. Right? I was at the movies.



Scot McKay 28:14

I did not have sex with that woman.



Lauren Zander 28:16

I did not have sex with that woman. Are you kidding? What do you like? Oh, that's the misrepresent when you like misprint, like I would never. What do you say? What do you think I am? Right? Make it like exaggerate combined with a misrepresent exactly at a white lie, and throw some social grease on it. Right? It's brilliant. I'm



Scot McKay 28:39

starting to put the pieces together of this puzzle, and realizing that politicians are experts at all seven of these typically.



Lauren Zander 28:48

Absolutely. And they jump in between, right. Like they work beautifully together. Right? Why do one when you can do all of them?



Scot McKay 28:57

Okay, so outright lying? Seems like it's pretty self explanatory.





Lauren Zander 29:02

Yes. And most people think when you say lying, you're only really talking about outright lying. So one of the ways people lie is they don't think there's nuances to lying. They let it be like, just the big ones. Right? Like just I didn't lie. I don't lie. Oh, which is a lie, which is a lie.



Scot McKay 29:24

You know, whenever you take a Wonderlic tests for a position, it's that tricky test where you know, there are right answers and wrong answers. And it's psychologically evaluating you and your fitness psychologically, to do whatever job not really about what your skills are. And they'll ask questions like that. Do you ever lie about anything? And anybody who says no, obviously is lying. They're just trying to earn those brownie points. You know, I can't stand like that. Yeah. Yeah. A lot of employers use them though. Yeah. Yeah. I don't know how much truth they're actually finding the whole test to me Seems like it's built on a lie of not telling you what the ulterior motive is and even giving you the test, which is the irony of the whole thing.



Lauren Zander 30:07

You know? Yes, yes, I do know.



Scot McKay 30:10

So was that seventh one? The one we covered? The one more. Okay. Okay.



Lauren Zander 30:14

Last one is, oddly enough, there is a category that isn't omission or withholding information. It's called Taking it to the grave skeletons in the closet. Secrets, right? Like, I'm allowed to keep that secret. Right? So that's coming to the grave with me, shit you've done, that you're taken to the grave things, you know, you're taking to the grave, and you believe in it. Right? It's like a virtue to take that thing to the grave with you.



Scot McKay 30:47

Alright, so a lot of guys are listening to all these seven. Really well placed in spot on examples of how people lie that you've given Larn. And they're saying, so now what do I do about all this? Am I to disclose all of this stuff freely to whoever asked from now on? Is there any kind of real plan of action I should take in order to be more judicious about when I don't exactly tell the truth? Should I tell the truth all the time? What's the practical application of all this Learn?



Lauren Zander 31:17

Okay, so the only way it's a person you can if you can tell the truth to someone and you're air quote, playing them, you're managing them, you're managing your appearance with them.

You're keeping them happy. The nickname for that? Is you're being sleazy, sleazy, sleazy, right. It's sleazy, plus pleasing, because you're not telling the truth.



Scot McKay 31:41

And people pleasers.



Lauren Zander 31:43

It's a pleaser. Yeah, it's pleasing. And you want to keep someone else happy. And sacrifice your own truth. Ah, so you're putting that person above you. Like that girl, that situation that boss, like, when you are willing to lie, who you're willing to lie for, even though you're like, it's an act of power, like I'm keeping the information, but you're actually sacrificing your truth to please, whoever that person is. And if you really look at who has the power in the moment, you're willing to lie. It's the other person that you're lying for.



Scot McKay 32:22

Wow, you're right. You know, this is kind of a sabotage to your own measure of good character, if that's what you're striving for.



Lauren Zander 32:28

100%, right. And once you lie, you can never get out of it. Right? Because you can you can tell the truth, but then you're really a jerk. Right? So and the act of lying, right is a huge problem, right? Because it never goes away for you. Right now, my sister really liked you. That is not what she said.



Scot McKay 32:51

Yeah, when you tell the truth, you don't ever have to remember what you said to everybody and keep track and keep inventory. But when you're telling a whole bunch of lies, it gets real complicated really quickly, to keep inventory. You're



Lauren Zander 33:02

also you're also dealing with real life, like, oh, I don't know, if you want to hear the truth about them. Right? You don't actually have to tell the truth about anything. You can withhold your information, you just can't withhold that you're withholding it. Like I don't want to tell you that. Like I think like, I just wish people understood that to love yourself is to be yourself. Right? So when everybody wonders why they there's the imposter syndrome, like why is there the imposter syndrome? I never feel real real. Like the results I produce. They're just like, something's still disconnected. I'm like, it's usually because you're a liar. Right? It's like, you know, it's not that tricky, or you are an imposter.



Scot McKay 33:45

It's true. Yes. But you know, that can be a little bit complicated as well, right? Lauren, I may be actually more of an expert and have greater competence than my own self esteem will allow me to admit to myself, so in that case, at least, it isn't so much that I'm overplaying my hand. I'm underplaying it. So the exaggeration or the under exaggeration of facts, can kind of piggyback onto that imposter syndrome. Depending on the situation, it can go either way, right?



Lauren Zander 34:17

So the way I address it, is that the voices in your head once you're willing to keep other people happy and be pleasee and want the world to work better and have social grease and lie and like all different forms of lying is a virtue. It really is lying to keep other people happy is the virtue. Right? I don't want to tell my girl I don't want to tell my boss I like I'm even gonna lie what you didn't get the email, right? But it keeps putting the person who's lying in in stress, like a crazy amount of stress. And then you're then in a very serious relation chip with your inner dialogue. So you and your inner dialogue are now lying to everyone in your life in little ways and big ways. Even if it's just little ways, becomes a ready a three person relationship, you, the person in your head that's remembering everything and managing all your information to keep the other person happy. And then the person. And my joke is it's your PR agent is dating person or going to work every day.



Scot McKay 35:30

Kind of like there's three sides to every story Yours mine the truth, this is yours mine and the one I'm kidding myself into trying to believe.



Lauren Zander 35:38

Yes, that's what I'm calling the imposter syndrome is that there's this constant voice in your head managing being a liar.



Scot McKay 35:47

So again, from a practical perspective, what I hear you subtly advocating here, and I want you really to nail this home, whether I'm right or wrong, and this assumption, because I don't want to assume anything. Because I'm thinking there's probably another form of lying somehow. you're advocating not telling lies at all. Hold here, nothing but the truth. All right, so what do I replace a white lie with? To make sure I still have friends don't become like the aforementioned Jim Carrey and Liar, liar. And just disgust everybody and not be any fun at parties anymore. What do I do?





Lauren Zander 36:18

I think people should be their, their real selves.



Scot McKay 36:21

So you do look fat in these jeans?



Lauren Zander 36:24

If someone asks, Do you like these jeans, you don't need to offer him for it's not withholding information. If I don't walk up to you and tell you you look fat.



Scot McKay 36:31

Okay, right. Like you just tell them what they need to know, as long as it's true. social graces,



Lauren Zander 36:35

like, hi, you don't need to go, hey, oh, my God, I haven't seen you. There's so many sentences people are, are unnecessary. Right? If people watched what they said, and, and just literally cared about connecting in that moment, we're telling the truth, it would feel different, it would be different. That would be being yourself. Hopefully, if you have a lover or a partner, you're your real self with that, oh, you're fake with them too, you could just start to remove the right to lie. If you remove the right to lie, you'll start to have to figure out what you would say. And it's actually kind of I've been doing this my whole career is getting people to stop lying and to actually see if they can stop lying. And it's a lot easier than, than you think. Right? Because the line is kind of exhausting.



Scot McKay 37:31

Well, let me tell you something that I think kind of goes along with what you're saying that I've discovered is that the more honest I can be with my spouse, and she with me, the more liberating it is, to our relationship, because we trust each other, we actually know what's going on and each other's heads. So we trust each other more, there's less jealousy, the communication is better, because the trust is better. And here's the magic phrase that I always get beat up over, right? That kind of relationship is no longer something that feels like work like, oh, it's hard work to have a great relationship. No, it's not. When you trust this person, you know what's going on in their head, and you're glad they're there. And you can kind of go through life better. And it feels like it's less work, because you're a team than if you were going it alone. And people can't seem to wrap their heads around it. And so when I say things like when my wife comes out of the bathroom, and her dress isn't really as flattering as it could be, I tell her so and men gasp everywhere like Oh, my marriage would be over. But then she comes

out of the bathroom looking stunning. And I tell her that and go hey, you know, can we just ravish each other instead of going out at all? And She giggles because she knows I told the truth. Yes, there's no guesswork there.

 Lauren Zander 38:41

The truth is sexy. And if you're like it, the truth is so much sexier. And there's a way to say everything. There's everything. There's a way to it's not you look fat. It's that's not my favorite outfit on you. Do I look fat in it? I'm like, you know, I don't just don't love it.

 Scot McKay 39:02

See, now I think we're getting down to the crux of the matter. This is about wording and it's about tact, not about lie. It's

 Lauren Zander 39:09

about telling the truth. And the person wants to hear it now as a coach, I will tell someone they're fat. Like I don't think that's an insult like i Okay,

 Scot McKay 39:20

well, that's what you're paid to do is tell them the truth when everybody else lies.

 Lauren Zander 39:23

That's what I'm paid to do. So I don't and you know, the the oddest thing ever is that people are meaner to themselves than anyone should ever be.

 Scot McKay 39:35

Isn't that true? Voice a true. Yeah. Fantastic. Well, this has been a great conversation. And I don't think we talk about the truth enough because, well, maybe just like the movie said we can't handle the truth or we don't want to talk about the truth. We don't want to be bothered with the truth. Because this has been an invasive conversation. This is been challenging to literally everyone who's listened to it, including to me. And it is an incredibly poignant question to ask, Can I literally stop lying? And feel better about it and have more friends and be more influential? And I think you've made a pretty good case where I appreciate it.

 Lauren Zander 40:20

Thank you very much. That's exactly my intention.



Scot McKay 40:23

Well, that was the truth. Right? I don't know personally. And in the interest of full disclosure, aka truth, I don't know if I personally am ever going to be able to stop telling Little White Lies, especially when people are a little bit psychotic or not completely, or they're mentally, or people who I describe is unable to be part of the adult conversation, because of who they are, how they are, and my decision that I have to go by the book with them. But it is a very challenging conversation we've had and I do think the truth is generally better than the lie. And certainly, like you alluded to, easier to keep track of. So what I want to do for these guys, Lauren, if they can handle the truth, I want to send them to your website, which they can find at [mountaintoppodcast.com](http://mountaintoppodcast.com) front slash Lauren, L A u r e n, and what are they going to find when they get their



Lauren Zander 41:24

interview, they're going to find my website, they're going to find that I teach lots of classes through enter you, which is my digital program, and then I'm for hire, but I'm expensive. And then we have coaches, I have a coaching body of people that do what we call the handle method.



Scot McKay 41:43

Very good. Very good. Well, Lauren, it's great to have you back. We should do this more often. Because the show last time was great. This one is fantastic. And watch come back soon. I would love to. And maybe if we're both lucky, I will get on a plane and go have an excuse to see you in Croatia, because it's been 12 years since I've been there. And I'm thinking that's way too long.



Lauren Zander 42:06

I think you should compare. It's fantastic here. It's fantastic.



Scot McKay 42:10

I'm telling the truth. I want to be there again. I miss Europe in general.



Lauren Zander 42:13

And then I really do love having guests so you can bring your wife i She sounds great. And I'm not lying. You know



Scot McKay 42:20

what I do? When people invite me to things I say can I bring my cute little girlfriend? And they go wait a minute. I thought you were married. I go I am. Well, what are you talking about? Oh, my wife is my cute little girlfriend. Nothing's changed. Exactly. Thanks for being on the show. Lauren. Fantastic. Yeah, right on. Yeah. And gentlemen, if you haven't been The Mountain Top podcast.com Lately, download the book. sticking point saw you'll get on my mailing list. I send an email message to guys every day and Listen, this isn't just some big sales pitch. I give you content you can use to get better with women be a better man every day when you sign up for my newsletter which you can do for mountain top podcast.com While you're there please also check out our sponsors Jocko willings company origin and main heroes soap company which now has shampoo by the way, and the key port.com They have just released a whole bunch of new attachments for your everyday carry device. So if you've already purchased the key port in the past, you need to go to mountaintop podcast dot conference is key port and get you some because they have new faceplates as always, and new attachments and even new versions all good stuff. All of our sponsors are well loved by you guys are all about making your life just a little bit manlier right. And you can use the coupon code mountain 10 with each and every one of our sponsors to get an additional 10% off and until I talk to you again next time this is Scot McKay from X & Y Communications in San Antonio Texas be good out there

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