Introduction

What kind of success are you after?

Well, that probably depends on what's important to you right now. Because we all define success differently, and we've all got different ideas of what success means to us at different times in our life.

Right now, success for you might mean being promoted to a more senior role at work, or enjoying the sparkle in your children's eyes as they grow up as happy as can be. At other times in your life, it might mean sustaining a deep and enriching relationship with your beloved, reaching excellence in your preferred hobby or sharing your joyful and exciting view of the world with a large group of friends.

Success always involves other people.

Nobody achieves and sustains meaningful success in life without the help and presence of important relationships.

Unfortunately, those key people in your life aren't always the easiest to understand or deal with. Whether it's a difficult boss, a rebellious child, a distant partner, a nagging neighbour or a demanding client, they can all seriously affect your quality of life. And how successful it feels.

The 6 Moods of Success **introduces a new and powerful way to understand human diversity and provides simple techniques to improve your relationships, enabling you to achieve greater success in life, whatever your definition of success happens to be right now.**

In this book we'll show you how to:

- Deal with the quirks in your personality that keep tripping you up.
- Better understand your children, parents and other relatives.
- Become more at ease in all kinds of social situations.
- Identify and fix problematic relationships.
- Find a job that really works for you.
- Recognize what kind of romantic relationship suits you best.

The 6 Moods of Success draws on a long and rich history of studies into personality and character, and crystallizes it into 6 Moods, each of which can be summarized by a letter and a symbol, or one key verb:

The 6 Moods are:

- **T+ Convince**
- **T~ Command**
- **T– Critique**
- **F+ Charm**
- **F~ Collaborate**
- **F– Comfort**

Life comes at all of us in each of these 6 Moods. On any given day, you might be on the receiving end of someone trying to *convince* you, *collaborate* with you or *critique* you. Or you might be the one setting the mood by trying to *charm*, *command* or *comfort* someone else.

If you pause for a moment, you might realize that each mood comes with its own unique value system and ways of communicating it. Consider, for example, the differences between *commanding* and *charming* as ways of thinking, talking and behaving… and then ponder further that different values and communication styles are widely acknowledged to be the root cause of many relationship difficulties.

For each one of us, all of these 6 Moods show up in our personality. However, we all combine them differently. In practice, we're all brilliant at one of these moods (our Home mood), not too bad at a few of the others (our Comfortable moods) and terrible at one or two of them (our Uncomfortable moods).

You need to be good at all 6 Moods to lead a truly successful life.

Once you've mastered all 6 Moods and have developed the ability to choose the best mood for each person or circumstance you face, life as a whole becomes easier, more enjoyable and more successful. And you'll still be you, not some gung-ho self-development freak; just a more rounded, more successful version of you. One equipped to lead a juicier life, jam-packed with richness.

So, this all sounds very promising, but how on earth do you get there?

Well, each of the 6 Moods is a combination of 3 simple drivers, the BED Drivers, each entirely under your control minute by minute:

- Your state of **Buoyancy:** optimistic *vs.* sceptical
- Your level of **Energy:** energetic *vs.* languid
- Your present **Disposition:** thinking ('T') *vs.* feeling ('F')

Improving your interactions with others starts by managing these drivers as they combine to create each of the 6 Moods. The more skilled your management, the more moods you'll be able to use and the more successful you'll be at relating to the people in your life and their different values and communication styles. Simple.

If, for example, you tend to be sceptical, languid and hard-headed (T–) most of the time, you're likely to *critique* others a lot. Adjusting your Buoyancy or Energy Drivers upwards every so often would allow you to *command* (T~) or *convince* (T+) them instead, which might be more effective some of the time. Or you might choose to lean your Disposition towards your heart and become more *comforting* (F–) if needed.

This book shows you how to diagnose which of your moods or drivers you need to work on, and reveals techniques to help you expand your emotional repertoire.

It is organized in four distinct parts.

Part One, **Foundation**, lays the groundwork for *The 6 Moods of Success*. It introduces you to the people who can make your life heaven or hell, your very own Fan Club, and it reveals how the 6 Moods show up in people, and how they combine to create each unique human personality.

Part Two, **Toolkit**, develops your 6 Moods skills. It helps you identify and make better use of your core strengths, encourages you to discover some of your secret strengths and to start using them more often, and it also shines a light on your blind spots and guides you out of the dark.

Part Three, **Transformation**, explains how using the 6 Moods can transform your relationships. It reveals the secrets of social success, teaches you the emergency skills you need to rescue any relationship that's gone off the rails, and sets you up to find your place in life: at work, at play, and in love.

Part Four, **Resources**, is your 6 Moods resource shelf. It brings the 6 Moods to life with in-depth portraits of each mood, goes under the bonnet of the moods to look at the BED Drivers, and provides a glossary of key 6 Mood terms. It also concludes with a breakneck run-through of the whole book in 12 intense minutes.

You might want to start from the end, or from the beginning. Whichever way you feel like exploring this book, we invite you to take a few days' break between each of the four parts to let things sink in a bit.

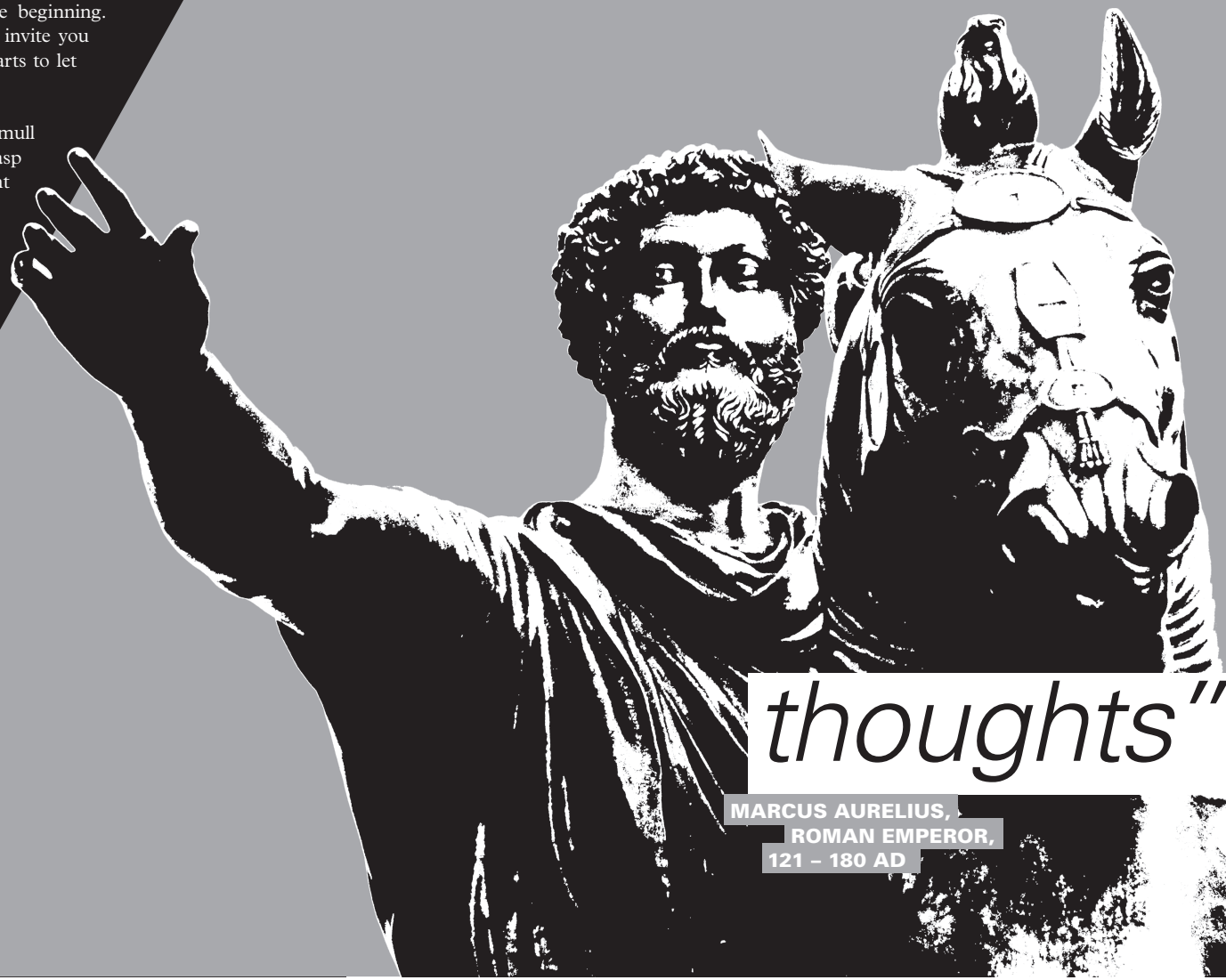
Some readers have told us that taking a few days to mull things over as they went along really helped them grasp the theory and gave them the opportunity to experiment with the techniques in their daily lives.

After all, the most successful relationship in life needs to be your relationship with yourself! Get that right and the rest gets a whole lot easier…

Dear Reader, with this book we're sharing with you the insights that we've had, head, heart and soul. We hope they bring you the success you seek and trigger changes for the better in your life, the way they have in ours.

Fred Pelard and
the 6 Moods team
www.6moods.com

"The happiness of your life depends on the quality of your



thoughts"

MARCUS AURELIUS,
ROMAN EMPEROR,
121 – 180 AD

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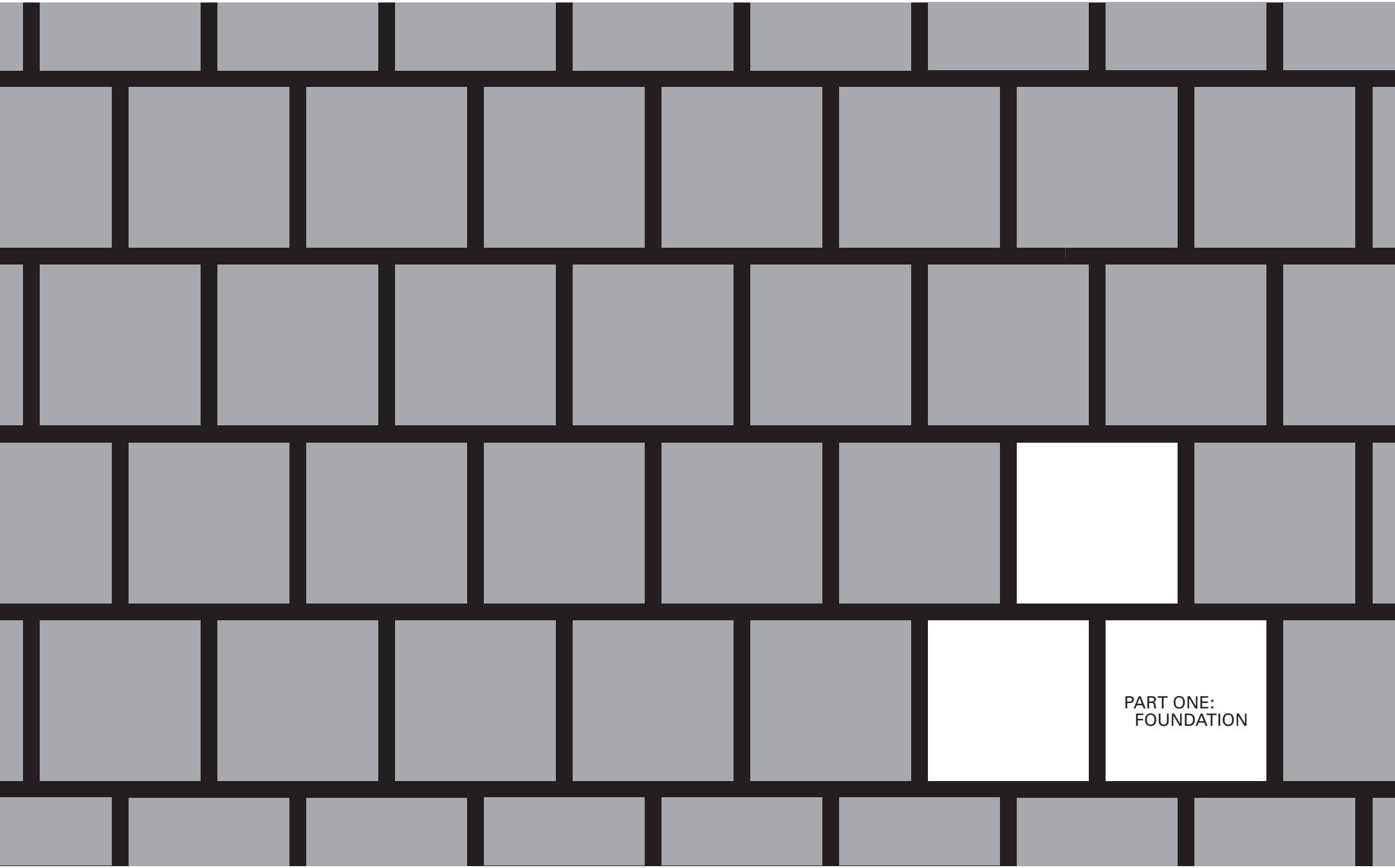
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Chapter 1

Success in Life is Down to You and your Fan Club

Let's face it: we've all got people in our life who are driving us nuts!

You might be permanently bickering with your partner, feeling very worried (and secretly a bit disappointed) by one of your children, terrified of your boss and totally baffled by that big client of yours who keeps changing their mind, not to mention that next door neighbour who just won't stop nagging…

Perhaps your life doesn't feel all that successful right now with all these misfiring relationships on your hands!

So, how do you set about fixing a relationship that's driving you nuts?