

Knights of the 21st Century

Trail 14

Today gentlemen, I want to take you down memory lane. Now for some of you this is going to be like a cool walk. For some of you it gets a little bit trickier so in order to do this, let me house it in a way that will help you understand how we're going to approach Trail No. 14. What I'm going to ask you to do is this. I want you to think back to a time when a man who was older and in authority in your life or maybe just older and engaged in your life in a positive way did nothing abusive, nothing wronged you. It was just a very, very healthy male involvement in your life. I want you to pick somebody in that category. Now for some of you guys, that's your dads. But for some of you guys, that's the least of the possibilities of your dads. Um, for some of you it might be an older brother. It could be that close in age. It could be a teacher or coach. It could be somebody who is a Boy Scout leader or whatever else. But again, it has to be in a way this person's engagement with you was positive. Everything about it makes you go, yeah, that's a great walk down memory lane, alright. Pick a name. Take about five or six seconds, just pick a name. Awesome. Okay now, right about now, probably about two-thirds of you have a name and keep thinking, keep thinking the rest of you because I want now to do something with that. I want you to

take that person, that name, and I want you to think through an experience you had with that person that was just a great memory. It's just one of those good memories. I'm actually going to give you about thirty seconds of silence. It's a weird way to begin our time together today and so if you are here for the first time, you just walked into Trail 14, most of the time you end up listening to me the whole time. This is actually a break for you. You're going to enjoy it, just thirty seconds being quiet while you walk through a memory with that guy that you picked, alright? Let's go ahead and do that. Five more seconds. Now if you're able to get a guy, you were able to figure out a guy and you were able to get there, you probably didn't get all the way through the memory. I know that I didn't get through mine, but it got you started. And what you were actually heading to was the part of a man that's extremely important if he's ever going to be the man he's designed to be. You sort of got to the sweet spot of who you are, to that, that part of you that brings to you laughter and joy and value and a smile. It's that memory that goes, ah that's when life was good. I want you to think in terms of the impact that a man had on your life because Trail 14 is about the power every man has. In other words, the impact we just talked about, the sweet spot for you, the power that every man has is what you have. In other words, your behavior, your action, your care can

create the same thing in another guys' life that's been created in yours by somebody in a positive way.

Let me read you a statement that I think will help you understand what we're talking about when we talk about the power every man has. A warrior carries the following powerful tools. This is on Trail 14. A warrior carries the following powerful tools which can assist him in fulfilling his manhood calling. You and I have these tools within us that can assist us in the calling we have as men. When I went to my area, mine was with my dad. Now you guys know enough that my dad, if you've been with us long enough, my dad's first eleven/twelve years of my life, he was exceptional. I mean just an amazing dad. In fact, I wish that many of you who can't remember good memories of your dad, can't remember your dad, don't know who your dad is, I wish you could have had my dad the first eleven or twelve years. You also know that my dad went through a moment in his life where he stopped trusting in God, let the shadow become dominant in his core. Remember the whole issue of the core? He let his shadow become dominant and his spirit died. His spirit died. I don't think he was completely disconnected from God to be honest with you. I just think he chose to ignore God's involvement in his life and my dad degenerated over a period of time. I keep telling you that story because it actually, I have a moment where I see the change in my dad and some of you

guys know that your dad changed. You just don't have that moment. I actually have the moment in mine.

The story that I thought of though when we were thinking through this area of the sweet spot in our memories with a person engaged in my life was with my dad. It was an Army/Navy game. I think I was about eleven. It was before I did the jail time for the dropping the bridge off, the stones off the turnpike bridge issue in my life and we went to the Army/Navy game in Philadelphia, down at the old Franklin Field Stadium, before it was tore down to build Veterans Stadium which got torn down to build the current baseball stadium there, Citizens Park. When, my dad did not like football. My dad did not necessarily like the Army or the Navy. My dad hated rain if you're out in it, and my dad did not like to stand for long periods of time. Guess what happened that day? We're at an Army/Navy game. It's a football game. We are behind, we're dead center of the field. He got me the best tickets he could buy for me. And we're dead center field but we're behind the Navy shipman who stand the entire game. It is pouring rain and they're standing the entire game. We're standing the entire game. I'm there with my Army pennant behind all the midshipmen because I was there to cheer on Army and didn't know that eleven you probably shouldn't do that with a bunch of guys that are training to kill people. As I'm standing there at this engagement in pouring rain, there's something

else you need to know about my family. We would never spend money at a stadium for food, ever. You carry in your food. If you're allow to carry it in, at that point you're allow to carry in all kinds of things. If you were allowed to carry it in, we would carry in whatever we could that would be the coolest what they had in the stadium. In our stadium we would have hotdogs so we would take hotdogs and my mom would boil, put in a roll, put catsup or mustard or whatever she put on them, put it in aluminum foil and then we'd bring them in, in a brown bag in the soaking rain in aluminum foil. They were the best hotdogs I ever ate. Hot chocolate, hotdogs, we were having a great time. I will tell you that I loved everything about that day because my dad was doing it for me. It was a day in which he was really, really touching into who I was, right? My sweet was happening, my dad.

We then, the game is over and Army lost to Navy which made the guys in front of me happy which was really good even though I didn't get to wave my pennant and be real excited and then we got in our cars to drive home. The parking lot was just locked in solid for about an hour and twenty minutes we sat in the parking lot, car running and sort of this semi-lane somewhere, not moving at all. My dad hated, hated to sit in traffic. Never said a word or complained. It was the coolest time. We were just having this great time. We laughed and I mean we're still soaking wet, still hungry because

we've been eating soggy hotdogs, but we were just having a great time and so finally he decided since the traffic was so bad, let's not get on the Schuylkill Expressway, let's go on the East or West River Drive, I can't remember which, but we hit a curb too tight and sliced the tire. So on East River Drive with people racing by us, we have, are jacking up the car, pouring down rain. I think it was the first time I ever loosened lug nuts on my dad's car and we changed the tire. You know what I remember the most about that day? My dad never once got mad. Everything about that day makes me smile. Everything about that day makes me feel so alive. It is the sweet spot in my life.

Behind me on the screen are some chocolates and those chocolates that are there are designed to do two things for you. Number one, it just reminds you of the sweet spot that you and I have. The power that every man has. But it's also to remind you of this. There, when you and I give, if we start having that power and use it in people's lives, it has to have the same impact on them. Now I got thinking about women and women love chocolate. My wife loves chocolate, especially dark chocolate. As a matter of fact, she likes the dark chocolate that is not just semi-sweet, it's the 93.7 proof chocolate. I'm not even sure you're allowed to eat it and drive. You know it's that, that kind of chocolate. She loves that stuff. That is kind of my love into her life. If I give her a piece of that she just

loves that. When we talk about the power every man has, it's what we can give into a person's life that will make him feel valued and loved and cared for. So we're going to walk through three, four of them and here's the problem. The problem is if you go back to the paragraph that I talked to you about, Roy uses a term. We had this long debate, Roy and I did. Roy's a guy if you don't know, he's a guy that is the writer of the material and then I take the material and make it so he can use it and teach it and kind of put all the stuff together on it. Roy is actually a very, very smart guy. He really is. So when I rag on him I always feel guilty because I'm not a very smart guy, but I'm smarter on him than this one. He said we got to call this tools that every man have. I said, no, no, no. We're warriors. These are weapons. He goes, no, if you use weapons, it sounds like you're being destructive. And I go, no tools sound like you can smash somebody's head in with a hammer. That doesn't sound good. You can cut off their fingers with saws. So I said well why not weapons? Well I lost the war and so you saw in your book, he called these are the tools that we have. However, I get to spend time with you. He doesn't. So I'm going to use four weapons or parts of knight that will explain these tools, alright.

Let's look at number one, Roman numeral number one. In order to achieve his calling, a warrior utilizes the power of a, and you're going to be surprised by this, a genuine smile. A genuine

smile. He uses the power that he has. Now, come back with me here to the knight. My buddy the knight here has on him a helmet. His helmet weighs probably about twelve pounds. This helmet is going to be the weapon, the tool that we're going to use to demonstrate this. Let me tell you about this. I'm not going to put it on because it's, it will take me too long to get it on. You know, I'll sound like I'm in an echo chamber in there, but what happens is when this visor is down in battle, he is ready to fight. The slit is so that nothing can get through there. Arrows can't get through there and you got to have a great sword shot to get your sword in there. It's designed to protect him in jousting, in battle. It has that desire. This visor stays down in battle. When a knight is not in battle but is in peace times, as a matter of fact when a knight wants to salute another knight, the visor comes up. When the visor comes up, it's like a smile. It's like saying everything's okay here. We're at peace. The power of a man, one of the greatest powers we have, is a smile. It changes the atmosphere. It changes the mood. Trust me. Walk home smiling, not grinning like you did something bad, smiling as if you're happy. You'll be amazed how it changes the mood of your home. When the visor comes up in your life, it's when a man smiles.

Let's take a look at a couple of these principles that I think will help in this. Number one. A smile puts another person at ease. A smile puts another person at ease. I want you to know that if you

think about the visor down and the visor comes up, a smile is saying I'm not in battle with you, right? I'm putting you at ease.

Think of number two, though, because number two is really powerful. A smile let's others know that he's approachable and is open to who they are. The smile lets them know, again right, if the visor comes up, he's approachable. So when the visor comes up, you feel, every goes, okay he's approachable. I have to tell you that a secret service man never smiles. Have you ever noticed that? He does not want you coming up to him and approaching him and going, hey how you doing? What's that thing in your ear? Who are you guarding? He doesn't want that, right? So they don't stand there. They don't smile. Their job is to make sure you know they are not approachable. The President or whoever the secret service agent is protecting, they smile to let people they are semi-approachable, right? You and I know that a smile let's people know that they can come up to us. Visor down, nut huh. Visor up, we're approachable.

Number three. A smile implies that he is safe and can be a source of assistance. He is safe. He can be a source of assistance. Now again, remember, I told you this is a salute. I'm on your team. We're engaged together. When you get this part of who you are as a man and that smile comes in, it changes the mood of everybody around you. That's the power every man has. It will get

people to feel safe as if you've just given them a box of chocolates, alright.

Look at the next one. A smile quiets his reactivity which encourages deeper interaction. If you and I smile, it's going to quiet down the mood of those around us, especially children. See, kids will like it when you walk in in a knight suit. They will like it when you enter, but when this comes up, they will feel like they can sit with you and talk with you and be approached by you. Children are a great measuring stick, um, of how well you do this. Now so you know, pedophiles have learned the power of a smile. They have. It's one of the areas I struggle with the most. Guys if you have struggled in this area in your life, this is an area personally that I just really react hard to. The not protecting of innocence of using innocence, it overwhelms me and so I just struggle greatly with it and our nation does as you well know. I mean we, we have the whole area of identifying who the sexual addicts are in our nation because of concerns in this whole area where predators might be. So while I tell you this, I'm telling you guys that you have to have all of your core intact, intact when you use these powers, when you use these tools, when you use these weapons. You have to be clear about this whole thing.

Number five. A smile helps both participants in a relationship to be optimistic. What it is, is I want you to imagine you're in a

conversation with somebody. As you're having a conversation with them, this happens. All of a sudden the visor goes down and you're no longer smiling. People thought the conversation just went negative. Smiles help us to go optimistic. What it allows us to do is to move forward in some ways that I think are so key for the man. Learn to smile. It's real interesting because when we talk about the power every man has, we talk about weapons we can use or tools we have, we don't tend to think of them in such a positive manner, but these are powerful, powerful weapons that a knight has and to learn to use it, visor up.

Look at the last one. A smile changes his brain's chemistry thus making a positive reaction more likely. It's going to change how he does life. A smile will cause him to realize that he does not have to just fake it. Have you ever noticed how you take pictures when you have to pose and your smile is fake. A lot of the muscles that are used in smiling are involuntary like your heart muscles. When I bend my arm, it's a voluntary muscle. My heart is beating involuntarily. What happens is when you smile from within, your body reacts. I mean it just kind of does the whole thing. So it's easiest to smile when you're not acting it, but when you're being it.

Number seven. A smile must be authentic to be effective. Everything we've been talking about. When, when my sons get together at our house at Thanksgiving with their girlfriends and their

wives, when they get together, guys, we laugh the entire time. We just laugh the whole meal, tell stories. They tell stories on me. They're forever telling things about that I've done. I always realize how big of a jerk I've been as a dad because of the funny stories they tell and every piece of laughter, everything that happens there is authentic, every smile on the face. Nobody's faking it. Nobody's saying, hey I think I'll just try to smile right now. I mean the guards are down. Everybody is just sort of celebrating. It's the power, we'll talk about another one men have in just a minute that is very similar based off the same thing. It's where real true smiles come from deep within us.

Number eight. A smile can never be sensed over the, can even be sensed over the phone via the voice. You can sense when somebody pleased to talk to you on the phone. You can tell immediately. My kids when I pick up the phone can tell me how I'm doing. Are you okay, are you busy. I mean, you hear those terms, it means that I'm not smiling into the phone. In fact I actually believe that I can pick up a smile on an email. I just got an email from a friend asking me to do something for him down in Florida. I'm not able to do it, but the way the email was, the way it was received, it just, man I just sensed that as he wrote it, he was smiling. It actually comes across on our voice. I think it comes across even in the attitude by the words we use when we type an email.

Look at the last one. A smile can be infectious and contagious. A smile can be that which is infectious and contagious. Now I've put the helmet down over here because we're just wrapping this one up, but when I talk about a man who has an infectious and contagious smile, a man who makes you laugh and celebrate life, you can't go too far into the Bible without hitting a man in the New Testament named Peter. Peter is one of the twelve disciples of Jesus but actually he's the first disciple ever named, always named, Peter, James, John and the rest of the disciples. He's the first one. And to tell you Jesus had picked three guys that saw things that nobody else saw like Jairus' daughter raised from the dead. They saw Jesus in the garden just before he died. It was always Peter, James and John. There's one other occasion when Peter, James and John were the only ones with Jesus. It was when Jesus was being transfigured. He's up on a mountain. God's showing these three guys who Jesus is. He's God, not just man, but God and there's literally glowing light and on one side is Moses and one side is Elijah and Peter is sitting here watching this whole thing. He's blown out of the water. He is smiling. He can't believe what he's seeing. He's so excited and he just kind of can't contain it and he kind of blurts this out. Let me put on the screen what Peter will say at this particular moment. He says these words. Peter exclaimed, Lord, it is wonderful for us to be here. If you want, I'll make three shelters

as memorials. Now when you read that passage from your Knightly News, you, you realize that Peter is actually doing something pretty funny. He actually just can't contain what he says, so let's build some shrines. This is just a wonderful moment. Let's make a shrine here, a shrine here, a shrine here. We got three big guys. I mean it was just kind of this weird thing. It was like I got to capture the moment. No, no, you have to capture Jesus. Jesus will change you. Moments will come and go but you can feel the smile which by the way will go away real quick when God says, this is my beloved son. Suddenly God speaks into the moment as a dark cloud ascends and God enters and just gathers right around Jesus and He speaks and suddenly Peter is scared. You see I think the moments that we have when we smile, when we do the next tool, the next thing that a man has, the power that we have to demonstrate the next weapon is this one.

Look at Roman numeral number two. In order to achieve his calling, a warrior uses the power of a good sense of humor. Now it's interesting that if I were to take dagger and I were to pull it out and go at you with this, even though it's a little pointy, you'd laugh. Well it's just a sheath. It's nothing for me to sweat. It's just that. Well that was kind of funny. As a matter of fact, if a guy would say, throw me a knife and I would throw you this, you'd go, hah, that's just not

a knife. It's just the thing that covers it. That's sense of humor. It makes you laugh in a certain situation in your life.

I had a cousin as you well know that lived close to me. Then he moved away, but when he came to college, this college was close to where we lived. He lived in the middle of Pennsylvania. We lived closer to Philadelphia. So he came and he stayed at our house. Now Jack is two years older than me, maybe three, and so one night I'm sleeping and I hear this tap, tap, tap on my window. We have no trees that are close enough to tap my window but I keep hearing it tapping. It feels like the raven in Edgar Allen Poe in the middle of the night, 3:00 in the morning. Tap, tap. So I had my back to the window because you don't want to look out the window, right. And I slowly turned and at this point I'm like sixteen, seventeen years old and I turn and out of the darkness comes the most hideous face you've ever seen. Dooosh. I live on the second floor of our house. It hits the window and disappears in the darkness. It comes back doosh, hits the window and disappears in the darkness. It happens time and time again. I can tell you that at sixteen, seventeen, it's embarrassing when you wet your bed, but as I'm laying there a little moist, I realize that my cousin has taken a mask that he found in the closet in the room, that he is in the room right next to me. He's put a wire coat hanger through the eyes of that mask and he's leaning out his window in the middle of the night

tapping my window. I have to tell you how that battle escalated, not only that night, but into the future when I canceled his honeymoon reservations in Bermuda. As, oh well we made it right, but in the middle of that whole thing, you know how it escalates, right? It's just us laughing. My kids love it when I tell the story of Uncle Jack faking me out with the mask hitting the window in the middle of the night.

Let's look at a couple of things about sense of humor that will help us. Number one. Good humor demonstrates a playfulness that releases tension in others. Good humor by its very nature is designed to release tension. Like the visor up does it, when I pull this out and it's not a weapon, it's not something that you feel threatened by but something you laugh at. It's the kind of tool that allows for a few minutes just to relax, learn to laugh. Find moments. I think part of the reasons that April Fools Day exists is just to relieve the tension of the end of winter.

Look at the next one. Number two. Good humor allows him to model his ability not to take himself too seriously. It allows us not to think too much of ourselves. Guys if you have a rubber dagger, you're not going to feel like you have a whole lot of power. Um, if you have a tool that doesn't work it's no big threat. You see I think sometimes we just have to say, just relax. Don't take yourself too seriously. Don't take life so seriously.

As a matter of fact, number three. Good humor makes it easy for others to join him. It allows others to join in. I think it drops so many of the guards that we have in our life that it allows somebody else to say, you know what, keep the practical joke going. For us in the office, we're forever saying we got to limit to how far the practical jokes go because they tend to escalate. When I would take students on retreats, one practical joke would lead to another to another to where sooner or later it got out of hand. But what was always going on – it caused the others to join, to feel like they could be part of. Gentlemen, you have the power to make people feel like they can engage in your life just by your sense of humor.

Number four. Good humor allows him to see the ironies of the forest life and in the behaviors of others. You can see how even though you feel like life is beating you down, even though you feel like life is just overwhelming to you, a good sense of humor can cause you to see life sometimes as an irony. The difficult things and you can laugh at it. Literally when we found out that Caleb had cancer this year, I was coming right at the edge of all my strength. I felt like I had no strength to go on. We had vacation scheduled for ten days. The very day that Caleb finds out that his cancer is back is the very day that I was beginning my vacation. There was something so interesting as Lynn and I laid in bed that night talking about the events of the day and now we're facing with two days after

Christmas, Caleb would face another brain surgery. We found ourselves laughing about the irony of how tired we thought we were, how we thought this holiday with our new grandson going to be here and everybody else gathering in, how this was going to solve the problem. And although it was sort of almost a cynical, almost a little sarcastic laugh, it actually relieved the moment. It caused us to see things a little bit differently. That's what allows, a sense of humor allows you to do.

Look at number five. Good humor portrays his ability to trust and be vulnerable. Good humor portrays his ability to trust and be vulnerable. It allows us to step aside, get involved in people's lives and say, you know what, you can go after me. It's kind of the fun thing and this isn't a weapon. It's nothing that's going to hurt me. This is a sheath and I know who you are and I don't feel like I'm in danger. The tool you're using isn't used against me. It's used for my good. That's a very important part of who we are.

Look at number six. Number six, good humor strengthens his team by allowing them to emotionally refuel and to connect. Any good leader will tell you this. It's important to strengthen your team. It's important for you to know that they're under a lot of pressure sometimes. It's important for you to know that humor will cause you to strengthen that team. Just give them a chance to relax, to breathe, whether that's a sporting team, whether that's a team that

you're meeting with in your campfire, whether it's what you're involved with in your business, whether it's your family. It allows you that when you're facing a battle to have moment where you can smile, laugh and come together.

Number seven. Good humor must be expressed in a way that others will appreciate it. You have to do it in a way that they'll appreciate. In other words if I do humor at your expense, I'm going to give you this. This is for free, guys. When a woman, especially your wife, is cut down by another man, especially you cutting down your wife, it is never seen as this. It's always seen as that. When you cut on somebody be very, very careful how they receive it, especially children and people of the opposite sex. Roy and I are forever cutting on each other. We have a pretty deep friendship and we're forever doing it. Um, there are times when I have to pull that back just to make sure everybody else knows how much I respect them. There are times when I have to pull it back to make sure he knows. But you know what's interesting? I hardly ever, ever, I never publicly laugh at Lynn's expense and privately, it's always at one of those kind of fun moments where we just kind of have a memory or something happens that we laugh together on it. Why? Well it's because humor must be appreciated by the other person to be powerful, to be chocolate in their lives.

Last one. Good humor must be ethical. In other words, gentlemen, I know that you like the dirty joke. I know that you like to say things that are downing another race, another type of people, um, another culture. Guys, that's not ethical. That's not funny. I know why we do it. It's easy. In fact shooting at people is the easiest kind of humor but it's just, it isn't healthy. It's not chocolate. It's not the power you have. It's the destruction you have at that particular point. And maybe Roy's right. Maybe at that point this whole thing becomes a weapon instead of a tool that's designed to create and build certain things for you.

I think that scene, um, there's a movie called "It's a Wonderful Life" that you show every Christmas. Actually some of you are so sick and tired of showing it. We actually in our family show it every year. Every year at Christmas we show "It's a Wonderful Life" on Christmas Eve. We just do it. Half the family falls asleep. I'm up real late putting gifts out anyway so it's pretty easy for me to watch that movie with James Stewart. Let me take you to a certain scene in the movie between James Stewart and Mary, the man who'll become his, she'll become his wife and he'll become obviously her husband and they're going to grow together in this relationship. This is where it's just starting to take off. Here's the scene. Watch – consider this. They have just fallen into a swimming pool at a dance contest in this high school kind of thing so they're walking down the

street in these goofy clothes. He's in a football outfit. She's in a towel and they come across this old house and they start talking about what they wish for. That if you break a window your wish comes true and so the lead man, he talks all about what he's feeling, about how his dreams and his aspirations, where he wants to travel, what he wants to do. And then as he stands there and he picks up a stone and he throws it into a window and he breaks it and Mary finds out how big this dream is because her dream is actually different and she reached down and he says, are you going to break it through a window and he throws, she throws a stone and she breaks a window in the old mansion because her dream is different. He goes, well Mary, what did you dream? What did you dream? George Bailey wants to know. What did you dream? As she starts to walk away, he accidentally steps on a robe, on the train of the robe and she, it pulls it off and she dives into a bush. And he goes searching for her. One of the funniest lines in the movie is what an interesting situation this is. Guys don't find themselves in a situation this often. He has her robe. She in a bush wanting her robe back. And all the humor takes place right there around that bush until everything changes and George's father as a stroke. Now as that scene fades from your mind, you catch where humor is such a powerful relationship builder. So use humor well.

There's a third one I want you to look at. It's this one. Roman numeral three. In order to achieve his calling, a warrior uses the power of words. He uses the power of words. Now this is where guys, you're not going to use this, the humor side. You're actually going to use this. I want you to understand. This is a tool or maybe it's a weapon. If it's a tool, it's used to, to cut things in a proper way. It's used to create certain things that you need opened and done. It's the power of words. Now obviously you can use those as a weapon too and so you have to be very, very careful with this. It can slice. It can cut. It can do damage. The power of words, not just humor, not just a smile but of words.

Let's look at what those are together. Number one. Catch people doing what is right and show them gratitude by saying thank you. Catch people doing what is right. I love that phrase. Catch people doing what's right and find ways to say thank you. A thank you is one of the most powerful weapons we have. It's one of those beautiful tools that makes a difference in a person's life, that lets them kind of come alive. Catch them doing right, saying thank you.

Number two. Express to others how important they are to his team. Express to everybody how much you're glad you're together. Tell your wife you're glad you picked her, you'd pick her all over again. Tell your kids what an honor it is to be their dad, even on days when they're not even acting honorable in some ways, just tell

them man, what a delight it is to have you part of the team even though today might not be your best day, and I just value you.

Those words, those words of building up, huge.

Number three. Compliment others by sharing his appreciation for what each person is specifically good at doing. We talk a lot as guys about what your sons need to hear. I love you. I'm proud of you. That's what you're good at. You know what daughter need to hear. I will always love you. I will always be on your side. I will always be here for you. When those things are said, it's saying, you're valuable. This is very different than flattery. Let me caution you about flattery. Flattery is this weird thing. Flattery is this thing where I'm going to so doing to you, say something to you to get what I want. I think at that point you actually become much more of a weapon at that point. Roy is right. That's a weapon. Ah, a compliment is not to get something back. A compliment is just to give, to lift you up. Most of you guys have learned to be flatterers to get something you want. Ah, a compliment is that opportunity that just kind of opens up the opportunity for the person to feel valued and strengthened. It allows for that sweet spot to take place.

Look at the next one. Number four. Show gratitude for what he has, not emphasizing what he lacks. Be appreciative of what people have.

Number five. Encourage others to pursue their dreams.

Encourage others to pursue their dreams because together we can do something. In the Second World War there was a general named Montgomery. General Montgomery is an interesting study and just for the sake of time, let me just tell you about what changed his life, from a man who probably would have been pretty arrogant because of his background to a man who was very, very good with words and very, very good at calling men up, calling them up to join him in the battle. He actually never lost a battle. I don't know whether you know that or not. He beat Ronald, he beat – he never lost a battle. He worked so hard to calculate a victory. But what caused him to not lose a battle was not his image, not his bravado, but what happened to him in the First World War, he was actually shot in a battle. While he was laying there, a sergeant had come to his aid and the sergeant was shot and killed and fell across his body and for the next many hours in the middle of a field while snipers were shooting at him trying to kill all the men that were on the field that were wounded, this man's body laid over him and took bullet after bullet. Monty was shot twice more in the leg and I think in the buttocks while he lay there, but he'll never forget that moment where one body, one man gave his life so that Monty would live and it changed how he would do everything, so when he would talk to his men, he'd call them up. He'd call them to believe greater things than they

could possibly believe and that's why this quote is so important for Monty. Look at this from Bernard Law of Montgomery. With stout hearts and with enthusiasm for the contest, let us go forward with a victory. With stout hearts and enthusiasm for the contest, let us go forward to victory. I believe gentlemen that's the power of words. The power every man has.

One more. One more. Smile and we have this whole issue of good sense of humor, the power of your words. Look at this one. Roman numeral four. In order to achieve his calling, a warrior uses the power of appropriate body language by using the following. In order for him, you and I as a man to make a difference, we take the power that we have to use appropriate body language. On my knight, the most flexible thing on him is this. It's a glove that allows him to pick up a sword but it keeps him protected. That pretty much the way armor worked. The flexibility of this is pretty amazing. Now I want you to get a sense of this. This is a weapon. It's a weapon that can protect. It's a weapon that can hurt. It's a weapon that depending on which side you offer makes all the difference in the world. I think it was when Roy and I were having this discussion about tool or weapons, I was thinking about this one particularly. You see, this is pretty fierce looking but it's actually pretty protecting as well. This side, however, is what allows us to have a

tremendous impact on people. The power of appropriate body language. How do we come across.

Let me give you several things that will help you with this one. Number one. Hugs is a natural form of human contact and expression of affection. Hugs. The ability to walk up and hug. Now I am a hugger so this is where you get permission. Guys, you don't hug without permission. I'm a hugger. I hug, right. But if a guy, if I go to reach out and a guy, I get in his body's face and he backs up, I don't keep coming. I get permission, right. We hug. It's appropriate. It's never that kind and guys always hug off this side kind of thing and they hug and that kind of stuff. Also it's appropriate that you don't hug a person of the opposite sex too long where all of a sudden instead of a greeting it becomes that which is inappropriate. My wife used to say to me, honey can you just hug me and not molest me and I would say to her well, I'm this close, why waste the time. But she's right, right? She's feeling sort of violated. This is not violation. This is just the power of a hug. Kids love it. We as adults, even you that aren't real comfortable with touch, you have to get washed if somebody touches you. You know a hug does mean that a person thinks something about you and worth to you.

Look at number two. Touch when he has permission for it and when the motivation is proper. This is so important. Guys everything

about touch is by permission so everything you do. This is threatening. This is not. When you are that which is not threatening, it makes all the difference in the world.

Number three. Eye contact as a positive demonstration of a sincere interest in the other person. Eye contact as this opportunity to have real hard understanding that I value you. We had a long debate about what was the best way to share my journey with you in these trails and we talked about what if we just did it live with our twelve hundred guys. But that would have felt like I wasn't talking to you. I would have felt like I was talking to them, you know, and you were just sort of avoider. Eye contact is that ability to look right at you and say you're valuable. And guys, I want you to know, you obviously know I haven't met you or the vast majority of you. But you also need to know that I actually consider you to be unbelievably value. I think eye contact does that. I think the ability to look at somebody square in the eye, it shows that you have some courage. It shows that you value them. It engages in some pretty powerful ways.

Look at the next one. Four. Nods, leaning in and an open stance toward those who desire to communicate with him. Nods, leaning in and open stance, all of these are signs that I'm engaged with you. I'm on your side. So when, it means I'm listening. I'm engaged. Guys, you zone out all the time, especially if you're like

me with some ADD in you, you just kind of zone out. Focus. Keep your eyes on the person you're talking to, listen, nod, acknowledge that you're engaged and involved in the whole conversation.

Number five. His arms to hold his wife when she needs comfort and protection. When a woman needs to be protected, she needs to know on the outside you have this, on the inside you have this. When a woman needs to feel that you're caring, there's a huge difference. A woman, guys, it's so important that you learn to hold your wives just because you want to protect them and love them and make them feel valuable not because you want to figure out how far this is going to go tonight.

Look at the next one. Physical touch to assist healing old wounds. You and I can have physical touch that will actually come alongside. When I go through pain, I appreciate the fact that touch takes place in my life where somebody just says, hey, you know what, what used to be dangerous is now okay, alright?

Let me give you a couple quick warnings on touching because I think if we don't deal with this, we get in trouble. I'm going to actually fly through this. A knight understands the following touch facts. Here they go: Tickling without mercy can feel abusive, but for children and adults. Tickling without mercy feels abusive. Touch can elicit a biological response. Thus severe physical discipline can harm a child's ability to feel emotional support through physical

affection. Guys, let me just say this. Some of you have physical scars on your body from physical discipline as a child. So this whole thing gets really confusing. If you spank a child, if that's what you're involved in that, um, we spanked our sons up until about the age of eight or nine. It was always, it would be five hits over the clothes with a neutral item explaining what was going on. It would be after we cooled down. We had a whole bunch of criteria. You know why? Because you got to be very careful with scarring. You got to be very careful, not just physical scars. There's other scars so when you get involved in touch, make sure it's which side of the glove you really are using. It's very important.

Next one, touch history from a child will affect touch history as an adult. You've been abused as a child, it's going to affect how you go forward. So guys just know that. I know some of you guys have been abused. I understand so when we get near this area, this isn't the power every man has in a positive way. This is the power every man has in a negative way. Some of you guys are having trouble just thinking of a guy who you had a great experience with because of some of that stuff. It will impact who you are. We recognize that and that's why your campfires are so important. That's why any mentors you might have, there are guys who will walk you through it and why sometimes just sitting down with a therapist and walking you through this will help a great deal. I will

tell you the God of the universe understands and will walk you through it with you as well. It's so important.

Next area, touch that feels good to you may not feel good to another person. That's been such an important area for me to learn. Um, touch that feels good to me may not feel good to somebody else. Now to be honest with you, my sons have a pretty much similar touch history than I do because they were raised in my house and I have a good one. Lynn did not have a good touch history so we've had to work through the difference between them. It all boils down to and builds to this moment. I think it builds to a moment when you and I begin to understand that all of these items, all of these things are the power that we have as men. All of them. And what we're going to do with them is so important. When we exercise them well, well here – in the movie "It's a Wonderful Life", the closing scene is one of the most amazing scenes where George Bailey who thought his life was worthless and thought he'd be better off dead giving his wife insurance because of something that had happened, suddenly having seen a glimpse of his life if he was gone is now given one more shot at life and so consider this scene. It takes place where George Bailey suddenly realizes that he's given a second chance to live, that the life he thought happened to him where he was never born, now he gets to come back and when he comes back and he celebrates the town and he runs through it and

he's so excited about everything that was just a hardship a few hours earlier, he ends up coming home. What had happened was ten thousand dollars had been lost from a bank through a mistake not of his own but actually from a pretty jerky man who had been a nemesis throughout the movie. And now the whole town had come and gathered and would give money to George Bailey to celebrate George Bailey and what he's done in their life, how he had made such a big difference and then his brother is flown in. He's a World War II hero, is flown in, comes in just at the moment where everybody has realized that George Bailey is no longer in trouble, everybody has sort of come to his aid and finally rescued him after him rescuing so many, and, and his brother takes and he says to my brother, the richest man in town as he toasts him. That scene is a scene that I believe will be said of you, of me, Knights of the 21st Century, warriors who learned the power that every man has. To you, the richest man in town. See you next week.