

*THIS BOOK IS DEDICATED TO MY FATHER ROGER
THE KINDEST PERSON I'VE EVER SEEN*

MICHEL F. BOLLE

**THE ART OF
BEING MORE
LIKEABLE**

**THE KINDEST PERSON IN THE ROOM
ALWAYS WINS THE GAME!**

© 2021 – Michel F. Bolle
Cover, Illustrations: Michel F. Bolle / Pixabay
Editing: Michel F. Bolle

Print & publishing: tredition GmbH, Halenreihe 40-44,
22359 Hamburg, Germany

ISBN

Paperback	978-3-347-25561-6
Hardcover	978-3-347-25562-3
eBook	978-3-347-25563-0

No part of this publication may be reproduced, distributed, or transmitted in any form or by any means, including photocopying, recording, or other electronic or mechanical methods, without the prior written permission of the publisher, except in the case of brief quotations embodied in critical reviews and specific other noncommercial uses permitted by copyright law. For permission requests, write to the publisher.

Table of content

Introduction	7
1 – It Feels Great to Be Seen	8
2 – We Know How We Feel When We like Others	9
3 – It Improves Our Sense of Value	10
4 – Being Liked Gives Us a Sense of Meaning.....	11
5 – You Feel like You Are a Part of Something Bigger Than Yourself When People Like You	12
It Is Okay to Want to Be Liked, but Don't Push Too Hard	14
Be Open and Available	16
Listen Before You Speak	19
Being a "Yes Man" Doesn't Make You More Likable, Just More Usable	21
Try Not to Be Center Stage All the Time	22
Turn Off Your Phone!.....	24
You Have to Like Yourself Before Anyone Else Will..	25
Don't Confuse Disagreement with Dislike	27
Learn How to Fail and Deal with Rejection	29
Stop Judging and Start Accepting	31
Conclusion - Your Power Checklist	33
How To Work With Others	40
How to Worry Less About What People Think of You	77



**"LIVING A SUCCESSFUL LIFE IS CREATING
VALUE THAT BENEFITS TO OTHERS"**

- Michel F. Bolle

Michel F. Bolle

HAPPINESS & SOMETHING GREATER

"Live A Legendary Life..."

**SWISS
MADE** 

www.michel-bolle.com

Introduction

Why does it feel so good to be appreciated? Why do we like to be liked? These may seem like easy questions to answer. You may think it is evident that it is better to be liked than disliked. When it comes right down to it, there are complex psychological and emotional issues that lead to our natural desire to form groups and to generate positive perceptions in the minds of others about how they view us.

In this book I will show you how you can get more likeable in your private life but also at work. Being more likeable always leads to more happiness & success.

My personal philosophy has always been ***“Living a successful life is creating value that benefits to others”***. This is more than a state of life, but also a true-life vision to reach for.

This book will help you not only to be more liked, but to live a legendary life full of greatness, happiness and success. – Michel F. Bolle

It Feels Great to Be Seen

We are complex beings, there is no cut and dried reason we do just about anything. Even something as simple as flipping a light switch to provide illumination happens because it not only lights our way, but it reduces our chances of becoming physically injured. Humans are more mentally comfortable in light rather than dark, our survival instincts equate darkness with danger, and the act of creating light with a simple gesture of our hands makes us feel powerful at a subconscious level.

One reason why it feels so good to be liked is because it speaks to our deep-seated need to be noticed. Think about it. If you went through your life and were virtually invisible, never drawing the attention of anyone, even if you lived the most worthy and noble existence, you could feel like your life was not worthwhile. When someone likes you, they let you know that there are things about you that they enjoy or value. This makes you feel good, and it justifies your existence to be noticed.

We Know How We Feel When We like Others

When you meet someone, who impresses you in a positive way and you spend enough time around that individual, you begin to like them. This creates positive, happy feelings you want to enjoy again. When we feel liked by others, we understand they are feeling this way about us. That makes us feel good about ourselves. Because we understand how worthwhile the presence of likable people is in our lives, we have a sense of pride when other people like us.

This basic rule applies to any of your encounters with others. In your family life, with your friends and at your workplace.



It Improves Our Sense of Value

When people have a choice, they hang around others that they like. You may not like everyone you work with, but you do not have a real choice in the matter. You must spend time with them. In your free time you pick and choose those people you want to be around.

These are the people you like. Other people do the same when they choose to be with you. When you know someone could be investing emotional capital and time with anyone and they choose you, this raises your sense of self-worth and value.

Being Liked Gives Us a Sense of Meaning

When you live with purpose you truly live. It is unfortunate that many people wake up each morning and move throughout their day only to return to their beds at night and repeat the process without having any sense of purpose or meaning.

Being liked gives you a reason for living. It makes you want to wake up each day, because you know there are people that enjoy talking to you and spending their time with you. Even if you do not see them and they live far away, the fact that they appreciate and like you gives you a sense of meaning and purpose.

You Feel like You Are a Part of Something Bigger Than Yourself When People Like You

The natural tendency to "herd" goes back to the earliest societies. It was much easier for early man to survive when he joined a group of humans rather than trying to go it alone. The idea that there is strength in numbers was true for your cave-dwelling ancestors, because the world was a very dangerous place. Even though our daily existence is not threatened like it was then, we still feel a natural tendency deep inside us to connect with others.

Therefore, humans form groups. It is the reason why Facebook has millions of groups and billions of users. Social networks like Twitter and Instagram work the same way, drawing together people with similar interests. When you feel connected, as if you are a part of a group or a family, the experience touches something deep inside your subconscious, something which has originated in humans since your most primal ancestors were walking the planet. When you are liked, you feel connected and

as if you are part of a positive group, and this makes you feel happy and content.



It Is Okay to Want to Be Liked, but Don't Push Too Hard

Have you ever had to deal with a pushy salesperson? The individual might have been offering you something that you really wanted and needed, but the "sell, sell, sell" attitude of your salesperson really turned you off. You probably ended up not buying the item in question, even if you realized it may have been able to improve your life.

What happened?

There is a natural tendency in all of us to be wary when someone is pushing too hard. Whether a person is trying to gain our approval or get us to do something, humans tend to be standoffish when the effort is brazened and unrelenting. We think in our minds, "If this person had something of real value to offer, they would not have to try so hard. We would notice the value and act accordingly. If this is the case, why are they working so hard for our approval? Something must be wrong."

When you overdo it, working too hard for approval, you can scare people away. You make people ill at ease when you beg for their attention and approval. If you give off signals that scream you are "trying" to be liked rather than simply being who you are, you can be received in quite the opposite way than you intended. Not trying too hard is one practice which has been proven to help you become more likable for who you are and the things you value. Here are a few more.

Be Open and Available

When we speak of availability here, we do not mean you should always be ready to do favours for others. This is a quick way to be appreciated and used for your neediness and inability to say no more on this later). Speaking of being available and open in terms of increasing your likability factor means not being closed down. It means you should be emotionally available and accessible to others. People do not invest emotional stock in others until they get to know them well. If you shut down your mind and emotions, other people will have a hard time getting to know who you really are and what you value, and this makes it virtually impossible for them to connect with you.

People like people who are like themselves. This means someone needs to spend some time getting to know what really makes you tick. For this to happen you must open yourself to possibly negative emotions. It does not feel good to be abandoned or

rejected. However, if you shut yourself down emotionally and psychologically because you are afraid no one will like you, you are not available to those individuals who are just like you are, people who would enjoy getting to know you.

Broadcasting an open demeanour is as simple as watching your body language. If someone you encounter is standing at ease, with their hands at their side and a smile upon their face, what does this tell you? What do you instantly know about someone who has their chin up and their head back, a scowl on their face, and their arms crossed defiantly across their chest?

These are two distinctly different messages. The first person is open and ready for you to approach him. The second individual wants nothing to do with you. Sometimes we unconsciously broadcast body language signals that shut down the possibility of human interaction before we even have a chance to meet someone. Smile and make eye contact. Face someone when you are talking to them.

Develop an open posture rather than a closed stance that has you turning away physically. Open your heart and emotions as well and be prepared to do more listening than talking, and you will be seen as a person who is welcoming interaction.



Listen Before You Speak

We just mentioned that it is often a good idea to do more listening than talking when you are trying to become more likable. This is a simple way to improve your likability factor. Everyone likes to speak their mind. When a person feels comfortable enough to discuss emotions, values and desires, that is someone who is opening herself up to the possibility of a human connection.

A person who speaks deeply about his or her values understands that rejection is a possibility. Deep down inside that individual is hoping for acceptance, just like you are when you talk about the things that are important to you. By listening before you begin talking, you are silently telling people that you want to know what they think. This plays into the natural tendency for all human beings to speak their mind and embrace their values.

Don't be that person that is talking so much that nobody else can get a word in. You may have

friends that are Chatty Cathies, but they probably are not your nearest and dearest acquaintances. It is tough to truly listen when you are running on at the mouth. Don't be too quick to insert yourself into a conversation. You should create the perception that you truly believe you are communicating with a very important person.

Do not just listen while a countdown timer goes off in your mind, waiting to jump in with your opinion. Listen actively. That means truly hearing what the other person is saying so you can comment on it intelligently one way or another. Concentrate on what a person tells you. Look for verbal clues that tell you the person talking wants you to respond.

Repeat the person's name when you answer them or jump into the conversation, recap what they said, and let them know you appreciate their opinion. Using these tips for good conversation skills can make you more likable almost immediately, even if you do not share the same opinion as the person you are speaking with.