

Get Your Teen Out the Door On Time... All the Time

WITH
ONE
SIMPLE
TECHNIQUE

Viktoria Ter-Nikoghosyan, PhD



Are you struggling with getting your teen up and out the door in the morning?

Does it take a bullhorn to get them moving?

Do you feel like the morning rush will either make you explode -- screaming and shouting at those around you-- or implode, giving you gut-wrenching knots all morning long?

Does it feel like time is chasing you down and taking your family down with you?

I understand. A few years ago, I was so frustrated trying to get my teenaged daughter to cooperate that family life often felt unmanageable. I decided to apply the research skills I developed while getting my Ph.D. to this situation. What I learned turned my relationship with my daughter around. My clients and students have had similar results. You can read my emotional roller-coaster story at the end of this ebook.

How would your life be different if each day started smoothly, instead of with struggle? Believe it or not, getting there can be easier than you imagined. Keep reading! Once you apply what I'm about to share with you, and you could begin to see results as early as tomorrow morning. It'll be worth it!

What does Your Teen's Resistance and The Morning Hassle Really Cost You?

Time – Your own morning routine takes longer when it includes constant interruptions to keep your teen on track.

Money – Getting to work late because you couldn't get your teen up and out the door on time can cost you money or even damage your reputation.

Energy – When your nerves are running short and your energy levels are low, you may feel as if a pot of coffee isn't even enough for you to jumpstart and manage the day.

Oh, and let's not forget **your health**... high blood pressure, heart disease ... need I say more?

“Raising teens is so much fun!” said NO ONE ever. I disagree. It can be fun. Let's look at how we can rewire your teens to get them out of the house on time as a first step in making raising teens fun.

It will take only a few minutes to learn this technique. Once you have mastered it, you'll be able to apply it to other situations with your teen and in other areas of your life.

Let's look at how we can rewire your teens brain to get them out of the house on time.

In order to start the rewiring process, let's examine **what** and **how** we communicate.

Our Communication Mistakes

What do you usually say to your teen in the morning? Here are some examples that I have gathered from interviewing people who complained about having morning hassles with their teens.



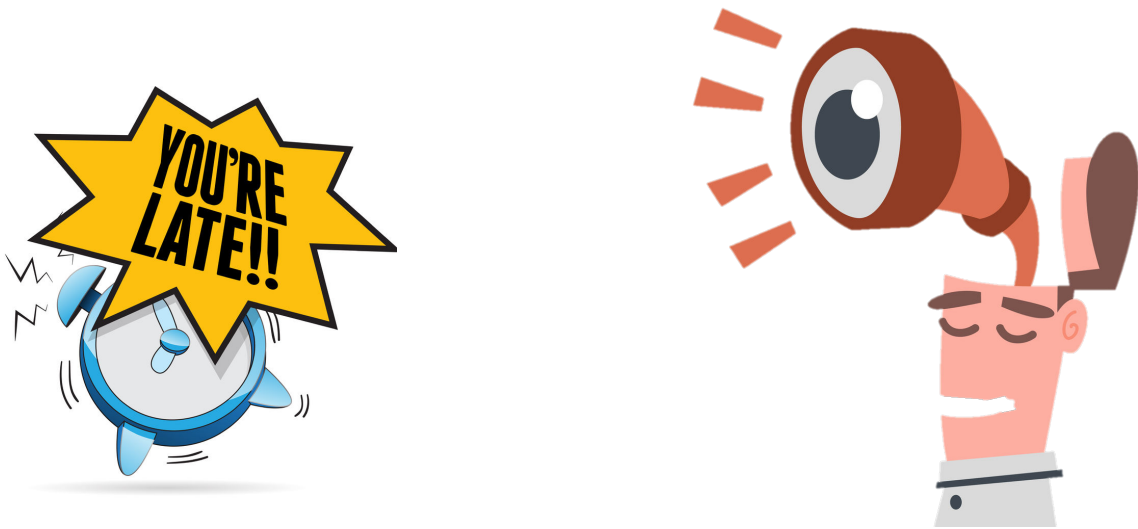
Do you see yourself saying any of these?

How effective is it?



Something you may not know is that we actually think in pictures: between 80 percent to 90 percent of the information we receive comes from images¹. What I discovered in my private practice is that 95 percent of the time people are not even aware that every single thought or word we use has an attached image.

These pictures are where we focus our attention. Each word or phrase you use creates a picture in your teen's mind and acts like a flashlight beam in a dark room. That means that wherever you focus that beam, that's what your teen will see.



What was the focus of the conversation about trying to get your teen moving in the morning? That's right – on being LATE! Your teen's brain sees only LATE. Please, remember, your child will do everything to follow your instruction (even misguided instructions).

Another way to look at this is as if your words are setting the precise GPS destination for your teen's mind.

What GPS destination do you want your teen to see in the morning?

¹ Learning and Leading with Habits of Mind: 16 Essential Characteristics for Success Learning and Leading with Habits of Mind: 16 Essential Characteristics for Success by Professor Arthur L Costa Ed. D. and Bena Kallick PH.D, 2009, p 153
Learning and Leading with Habits of Mind: 16 Essential Characteristics for Success by Professor Arthur L Costa Ed. D. and Bena Kallick PH.D, 2009, p 153

Negatives Can Negate Your Intention

Be careful to tell your teen **what you want** instead of **what you don't want**.

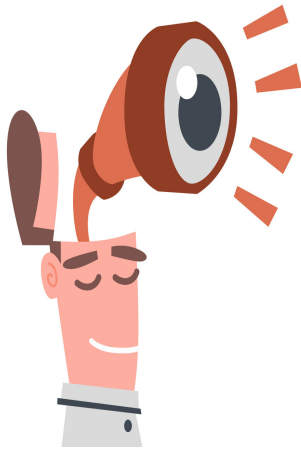
Negatives such as 'no' and 'not' are left out of the pictures in a person's mind, especially in stressful situations, when the brain has little time to process sentences. In these cases, the brain will discern the key pieces of information and ignore the negatives.

For instance, if we tell our teens "Don't be late for school!" their brains will focus on late and school, which means we have sent their brains in the wrong direction. 'No' and 'don't' aren't the only words we use to negate. If you want to instruct your teen correctly and get results there's very detailed information on smart use of negation in my book *Want Your Teen to Listen?*

So what can you say instead to change this focus?



You point a flashlight beam on the right picture. In other words - your GPS destination is correct.



So, you have learned the first important step to rewiring your teen's mind to make them on time. It works fast because we instantly create a picture in the other person's mind. Many parents have reported back that it works so well that they did not need to do anything else. No nagging, no stress! They start the day on a good note and the whole day goes well.

Unfortunately, this does not work all the time because you may not have gotten your teen's attention first and your teen can ignore what you say. To make sure that your words reach your teen, you need to know something else about HOW we communicate, especially when the first thing they do in the morning is grab their phones and receive a lot of messages and information.

The Power of Asking Questions

To make sure that your words reach your teen, you need to know something else about **HOW** we communicate, especially when dealing with teens who are attached to their phones, they receive a lot of messages and information: this overload their brain.

There are 3 ways that we talk to our teens:

- 1) Statements
- 2) Commands
- 3) Questions

We tend to use commands more than we realize. "Wake up!" "Do your homework!" "Pick your clothes up off the floor!" and so on.

Statements and commands go in one ear and out the other, rarely resonating with our teens and usually resulting in either miscommunication, indifference or an eye roll.

According to studies, it's even worse these days because we (especially our kids) are constantly bombarded by visual and auditory information from TVs, phones, computers, tablets, texts and social media. This flood entertains us, but it also keeps us virtually and visually crowded. Our attention is being pulled in several different directions as if we're constantly dealing with many people simultaneously. This is one of the reasons that we lose an important connection with our teens. We need to get their attention!

Using statements and commands means you are missing the most important initiator of any communication: to get your teen's full attention.

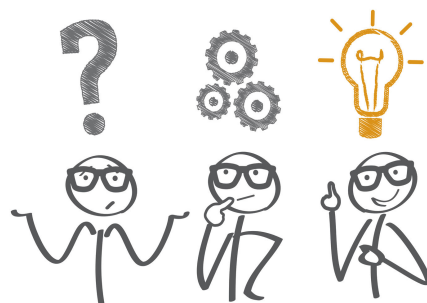
According to a Psychology Today article, one study found that kids were so immersed in technology that they greeted their parents on arrival home from work only 30 percent of the time and completely ignored them 50 percent of the time.² A 2016 report from Common Sense Media, Inc., a non-profit organization, found that of 1,200 parents and teens surveyed, 66 percent of parents think their teens spend too much time on their mobile devices and 52 percent of teens agree. Of the teens surveyed, 78 percent admitted that they check their devices at least once hourly.³

What this shows is that we now need to put extra effort into capturing someone's attention, especially if it's someone like your teen who is being bombarded with various information from outside sources.

A brilliant scientific study in 2004⁴ discovered that questions stick in your teen's mind. Here is why: The rising intonation at the end of a question activates the brain, signaling it to go into a relentless search for an answer. **In other words, we humans are hard-wired to answer a question every single time.**

Your teen may not *tell* you their answer to your question, but the answer is being formulated in their brain.

It may take some time for you as a parent to feel comfortable when your teen doesn't answer your question. Insisting on an answer is not only unnecessary, but actually



² Jim Taylor, Ph.D., 'Is Technology Creating a Family Divide', *Psychology Today*, 13 March 2013.

³ Common Sense Media, *Technology Addiction: Concern, Controversy, and Finding Balance*, May 2016.

⁴ Colin P. Doherty, W. Caroline West, Laura C. Dilley, Stefanie Shattuck-Hufnagel, and David Caplan, 'Question/Statement Judgments: An fMRI Study of Intonation Processing', *Human Brain Mapping*, Volume 23, Issue 2, pages 85-98, October 2004.

makes a good result less likely.

Practicing the Rewiring Process to Get Your Teen to Be On Time

Let's put the above information together so you can see how asking questions that create helpful pictures in your teen's mind can get your teen to be on time for school, work, or a family event every single time.

Imagine that it's a half hour before time to leave for school and your teen's bedroom door is still closed. You listen at the door to see if s/he's awake. What's the next thing you say?

If you're like most parents, it's something like, "Hurry up! You're going to be late for school!"

Let's analyze this a bit.

- **Have you asked a question?** No. This means you have failed to catch your teen's full attention.
- **What kind of picture is in front of a child's mind?** Being late. This is the wrong picture, but they can ignore it, because it is a statement, so they may sometimes actually make it on time.

BUT if you say, "Do you want to be late?" then the question is absolutely impossible for your teen's mind to ignore. They will do their best to follow your instructions. Which is? Well, ironically, the image you put into your teen's mind is of being LATE!

How many times will you have to go to the door and repeat your pleas to get your teen out of the house on time? How much energy will you waste? And will your anger and frustration grow each time?

Asking the right (or we can say correct) questions is a dependable way to foster cooperation in your teen. (By the way, this works with adults and younger children, too.)

So What's the RIGHT Question to Ask in the Morning?

Tomorrow, instead of uttering ineffective statements or commands, ask questions.

INEFFECTIVE STATEMENTS/COMMANDS → EFFECTIVE QUESTIONS

WAKE UP!
You have to
be on time.



Do you want to
be on time?

Hurry up - put
your clothes on!
You said you
want to be on
time!



Put your clothes on!
Do you remember
you said you want to
be on time?

It is good to be
on time!



It's great being
on time, isn't it?

To be on time
you need to
move faster!



Do you want to
move faster to
be on time?

Personally, my favorite question to ask is,

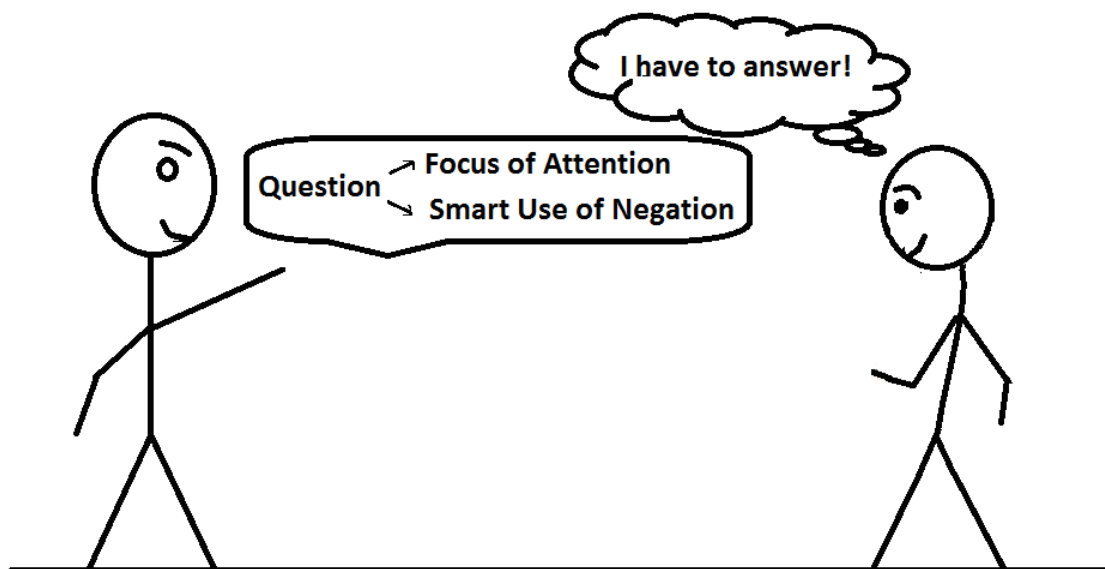
What do you need to do to be on time?

I call this communication tool, **Attention Guiding QuestionsSM (AGQ)**. They work in any situation where you need to help your teens make the right decisions.

You guide them by pointing to solutions or giving additional choices and making these irresistible because they are formulated as a question. It works when you want them to do homework, do chores, keep their room clean and even stop playing computer games or any situation when you need them to hear you and take into account your instruction or guidance.

Warning on Using Questions and Attention Guiding Questions

The information you just learned is powerful. It can be harmful if used carelessly.



Parents and clients who have used the suggestions above have come back to tell me that making this simple, but powerful change in the way they speak has rewired their teen, and they are now always on time.

You can, however, create a mess in your teen's head. So, before you open your mouth to say something, think about what kind of picture you're creating in your teen's mind.

The impact of using AGQs is instant and you will get instant feedback as well. If they do not react according to your instruction with AGQ then you did not formulate it correctly.

Asking AGQs makes your teens feel heard and respected, which makes your communication resistance-free, and helps your teens to make sound decisions.

Perhaps the best news is that my AGQ formula is universal. You can also use it with difficult neighbors, other family members, difficult co-workers and bosses, all to get cooperation and arrive at better solutions. It's easy, but it takes some practice depending on how you develop new habits.

What's Likely Going to Happen Next

For these AGQs to work well, you need to make using them your habit -- a skill that runs automatically. As many of my clients have found, it is easy to forget this simple tool. You're likely to practice it for a few days, but when it isn't your habit, the frequency drops off. Even if you do continue to do it, you may find it difficult to apply this new knowledge to other situations. All above comes from my observations of my clients.

Having this new skill/habit of asking questions is invaluable because asking questions not only guides a teen's mind toward solutions, but makes you the parent they can trust because you help them respectfully!

That's why I invite you to read my book *Want Your Teen to Listen?* where I go deeper on every aspect of AGQ and you can learn how to make asking questions your new skillful habit.

The book is available in print and digital formats at:

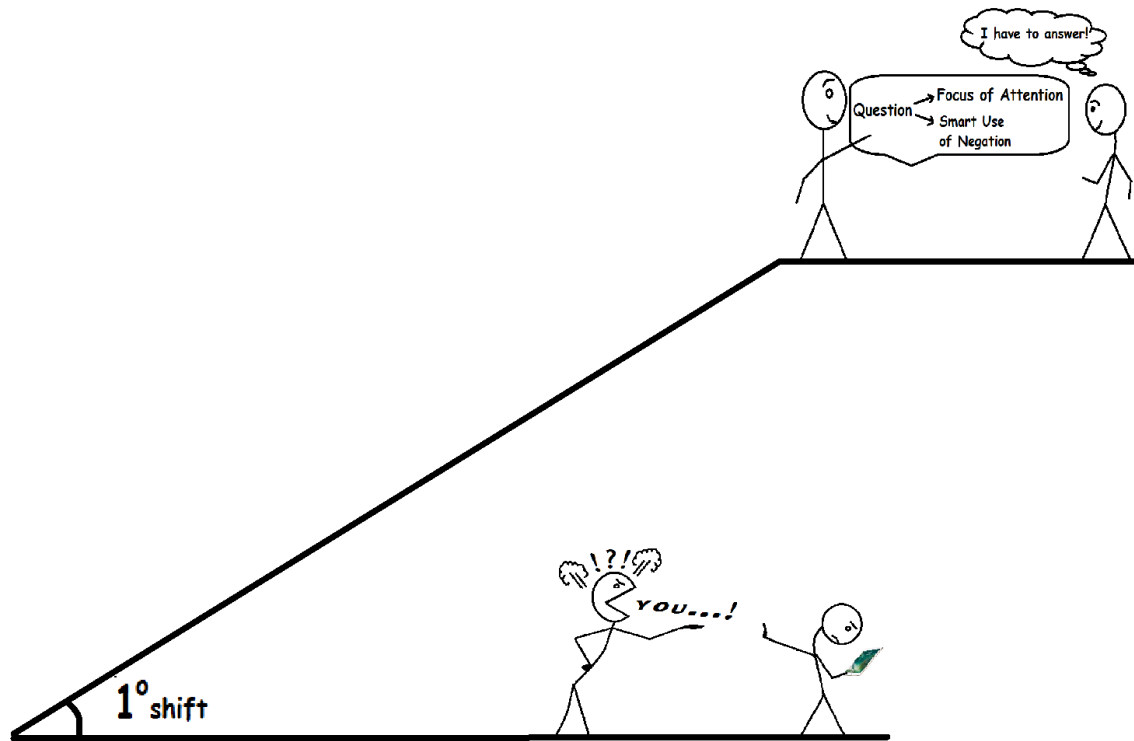
<https://www.amazon.com/Want-Your-Teen-Listen-Irresistible/dp/1543162401>

Reading the book will also help you understand how we unknowingly use negation, like 'no' 'don't' and so on in ways that can negate all our efforts. Ironic, right?

Chapter 5 help you not only avoid that trap, but also teach you how to use negation in a smart way so that even during a casual conversation you would elegantly be able to help your teen make the right decision. Just think of it - your teen being on time, doing homework on time, doing chores without you nagging them, and even decreasing their use of their phone!

A client's son was failing his midterm tests in his freshmen year in college. He generally ignored his mother's 'nagging' about how he should behave. But when his mom, a university professor, asked him, "What is keeping you from doing your best in college?" he unexpectedly answered that he spends too much time on his phone with friends and playing games. The smartly crafted AGQ she had learned from my book and some sessions with me helped him to face the issue. This was the first and the most important step to finding solution: he identifies the cause of his failing tests. They did it together because mom asked the right question.

As Master Violinist Jascha Heifetz once said ““The main difference between a master and a beginner is that the master practices more.”



To make this small shift in your teen’s behavior have lasting effect, you need to master the skillful art of the AGQ.

If you would like some additional help in practicing my techniques, I am offering a low-cost 45-min **Get Your Teen to Cooperate Strategy Session**. During this \$97 Strategy Session, I focus on 3 main areas:

1. What are the hidden challenges that might be sabotaging your ability to get cooperation from your teen
2. What kind of behavior and what kind of relationship do you want to have with your teen
3. I will run a couple of behavior alignment tests to give you my personalized recommendations on the next steps in getting your teen to listen and cooperate right away to bring peace and fun back to your family

WOULD YOU LIKE TO SCHEDULE A STRATEGY SESSION?

Sessions are conducted by phone or video conferencing software.
[Click to schedule your Strategy Session ‘Get My Teen Too Cooperate’]

<https://www.live-in-harmony.com/scheduling>

MD please insert the above link and makes the it work

I look forward to meeting with you and learning about your family and challenges. I would love to equip you with the best scientifically proven behavior and psychological skills to enable you to respectfully influence your teen's behavior quickly. It's a joy to help you update and upgrade your parenting tools and become more effective as a parent.

Remember, our teens grow up fast! Spend your time with them wisely and enjoy them while they are still with you!

All my best,
Viktoria

For more information go to <https://www.live-in-harmony.com/parenting-program>

About the Author:

Viktoria Ter-Nikoghosyan, Ph.D., is an acclaimed international Soft Skills consultant and coach. She is a Parent-Teen Communication Mentor. For the last 13 years, she has helped hundreds of parents in 23 counties to reconnect with their teens and get their full cooperation. She is the mother of three happy and successful children: two adults and one teen. She is the author of *Want Your Teen to Listen? The Proven Irresistible Formula to Get Your Teen TO COOPERATE and Avoid the Wrong Crowd and Bad Choices.*



Her Story:

Here is her story about issues with her own teen that got her researching and developing these state-of-the-art formulas that have helped her mentor parents of teens and write the book.

Recently, my teen daughter told me that our relationship is the most important for her. We discuss her friends, career and life choices, and she listens attentively! Our relationship is better than ever.

This is truly amazing because five years ago I was just like many of the parents of teens who struggle to keep their kids safe and healthy. Despite having raised two successful and happy sons without any issues, things weren't going so well with my 13-year old daughter. I noticed that I was gradually losing my connection with her. She would not pay attention to my concerns about her choice of friends. She was always with her friends, either in person or on social media. She was shutting me out.

But I was stuck, clinging onto the typical parenting myths. You know the ones: "It's just a phase." "This is a natural process in teen development and it will go away by itself." "It's how the teen brain works these days."

*As I clung to those myths, the situation deteriorated even further. Against my advice, my daughter made a poor choice of friends. They hurt her and us by breaking into our house when our family was on vacation! Can you picture what teens can do to a house in a whole week? **I felt betrayed and violated.** I thought that I had failed as a parent.*

That was the moment when I realized that I wasn't finding answers by just reading tons of parenting books and taking parenting classes. I found that even my coaching skills were not enough anymore. So, as any PhD, I decided to do my own research.

What I discovered was that my problem wasn't my parenting skills, but rather a lack of updated communication skills. The information age and the associated problem of information overload have changed the rules for effective communication, especially with teens. My research revealed some valuable and fantastic pieces of information. With this new information in hand, I developed a powerful communication strategy to use with my teen. These instant and irresistible strategies were effective in dealing with 99% of the situations with my own child. Even better, they worked for my clients' teen issues as well.

Since I began using this tool, I have a wonderful relationship with my daughter. I can sleep through the night now. I am happy that I did my best in teaching my daughter how to make good choices. If anything comes up, it takes just one or two sentences to have her full cooperation (and she listens!!!). In a short amount of time, she is once again making good grades and attending a university of her choice. Now, she actually asks for my advice! She even brings her friends to me for guidance and coaching, calling me "Mama Google" because of the questions I answer. We laugh a lot together! Isn't that what every parent wants?

[Click to schedule your Strategy Session 'Get My Teen Too Cooperate']

<https://www.live-in-harmony.com/scheduling>

MD please insert the above link and makes the it work

©2016 Live in Harmony with Viktoria Ter-Nikoghosyan.

www.WantYourTennToListen.com.

Permission required for redistribution.