

### **Everyone Wants to Be Loved**

There are certain things that every person in the entire world strives for. And as cliché as it sounds, the fundamental desire of every human being is to love and be loved. Everyone knows it, everyone feels it and from earliest youth until the last breath that we take, we strive for it. But most people live their lives in disappointment. Most people feel that either it's never going to come, or it almost came, or it just doesn't happen. If you look at most of the marriages in the world, many fail. The vast majority of all marriages are mediocre. How many people can claim that they've seen a great marriage in their lifetimes? How many great marriages have you seen? Can you count them? Do you maybe need two hands to count them? All the great marriages that you've seen? It's a very difficult thing. Why is it like that? Everybody strives to hear those same words. Don't you want to hear somebody say — I'll always be with you wherever you are. I'll always be with you no matter how far. Everyone in the world wants to feel that. Everyone wants to love and be loved. Every person. Open up the radio. They talk about it all the time. How many times do you put on the radio? How many times do you hear a story about a duck or a truck? Once in a while. Mostly everything's about the same thing because every living thing desires to love and be loved.

### **The Media Factor**

Now if you want to have a successful marriage... everybody knows the solution to a successful marriage, but we see how disappointed we are. One of the things that slays me are sitcoms about marriages. They have whole television shows where husbands and wives are just making fun of each other, despising each other, tearing each other down. And people are laughing. It makes me cry. Those shows make me cry. I can't believe people are laughing at them. I don't know what's funny. I don't think one joke is funny on those shows. I don't get it. What are they laughing about? What a tragedy. Making fun of each other's bodies, making fun of each other's actions, making fun of each other habits, making fun of each other's shortcomings. You don't realize how grotesque this is? That's considered humor? It shows you how deeply disappointed our society is in what was

supposed to be our greatest aspiration, our greatest success. What everybody wants and almost nobody gets.

### **Love Begins with Appreciating**

Now let's talk about how it happens. How do you get it? Let's get down to brass tacks. How do you do it? So you'll see that love comes from two places. Love comes from cherishing something, and I'll explain what I mean. I don't know about you, but I've often dropped my pen or my pencil. I rarely drop my computer. And in fact, you know what, I have never dropped my computer. I have never dropped an expensive camera in my life. And do you know why? Not because I'm such a handy person. I'll tell you why it is. My pen and my pencil, I pick them up, I don't think about it so much. They fall? You get a new one. No big deal. You drop a computer you'll be paying some money and therefore I don't pick it up without thinking about it. And I make sure there's a clear pathway where I'm walking and I'll think twice and thrice before I start moving. One of the things that used to always flip me out... I used to go to the hospital and I would see that all the tables are made out of stainless steel. I don't know if you know, but here in Israel, stainless steel costs an awful lot of money. It's very expensive. Stainless steel pots are like four times the price of an aluminum pot or five or six times the price. And every hospital you go they've got these machines and they're on stainless steel trolleys. I'm thinking to myself, "Why are they spending all this money?" You know what the answer is? The answer is because the machines that are on top of these stainless steel trolleys costs hundreds of thousands of dollars and sometimes millions of dollars, and they know exactly the value of those things. And you know what? It's worth it. They're getting a first-rate table. They're not taking any chances. They're not thinking about sliding or falling down or collapsing anywhere. They gladly pay a couple of hundred dollars for a table to save a machine that costs a couple of hundred thousand dollars or a couple of million dollars. That's nothing.

So that's the first thing that happens. What happens is, when you come to appreciate something, you come to cherish it. When you cherish it you'll see that you'll come to love it. That's what love is. Love starts with appreciating something. There's a famous writer named Somerset Maugham, you

probably know, he was way before my time, probably before everybody's time. In fact I don't know if anybody is still alive who... you know, G-d bless them if they're still walking. Anyway, so he said that if you want to be a writer, you have to be actually genuinely interested in what people are wearing, what kind of shoes they have. You know, to be a writer you have to think, you have to look. Do they have scuffed shoes or brown shoes or blue shoes or no shoes? What kind of belt they wear, or maybe they're not wearing a belt? Do they wear a cummerbund, do they wear a tie? You have to pay attention to people, you have to be interested in these things. Well what happens is, when you value something, all of a sudden you become very interested in all the details, and you cherish every little aspect of it. It's all of a sudden something special, something unique, something separate from everything else in the world. And when that happens you start to notice all the details and you realize... wow, this is something really special. And when you notice that something is special, something is valuable, all of a sudden you cherish it and you know what happens next? You love it and you want to take care of it. You want to take care of it. So... it's a little embarrassing... no one will say you love your camera. Okay. You know what — you do. So what. So what. Okay, maybe there are more important things to love but it's a good place to start.

You know I love lawyer jokes. They always come out to be bad guys, the lawyers. One of my favorite lawyer jokes goes like this: So the lawyer has just been in a traffic accident and the door was torn off of his Mercedes. You know, so he screams, "The car tore the door off my Mercedes!!" He's screaming and yelling. The policeman comes up. He says, "Sir, I'm a little surprised. You're a very educated person. You're a famous lawyer. You're screaming and yelling and acting like a maniac because somebody tore the door off of your Mercedes. You should thank G-d you're alive. That guy almost tore your arm off."

He says, "Oh my G-d, my Rolex is gone!"

Now, what's the story? We don't realize that what people value, they cherish, they want to take care of. When you value something, you want to watch

out it doesn't get hurt. The same thing with the computer, the same thing with a watch, the same thing with everything. When you value another human being, what you want to make sure of is that they never get hurt. And that's the first thing.

### **Paying Attention to Detail**

So, if you want to give love, the first thing is if you've achieved love, first thing, you pay attention to detail. I'm going to explain how to do all these things. How do you pay attention to detail? So believe it or not, you could start out by trying to become more observant. That's what they try to do in all these marriage seminars. I don't agree with them. I think there's a much easier way. Instead of getting people to pay attention to detail and then to care, which is very hard to do, I say just start doing it back to front. It works all the time. Instead of getting a person to become really sensitive by giving him sensitivity lessons – you know, teaching them to say hi, how are you, it's a nice day, what have you been doing... that's never going to work.

Instead, I say what you do is get people to make believe that they really were sensitive and take care of each other. That's how you start. And if you start taking care of a person you know what happens? It works back to front. When you act kindly to a person then all of a sudden you become aware of all the details of that human being. Why? When you start to take care of them and see what they need, all of a sudden you realize they have this issue, that issue, you know certain things about them and you start to appreciate all the different things about a person. When you think about what a person might need and you try to attend to it, all of a sudden...you see how the other person walks, how they talk.

When I met my wife, I was interested in everything, everything. I was interested in the way she stirs the pot when she cooks. I was interested in the way she cuts the food. In what pocketbook she carries... who cares? When you value something, every little detail becomes interesting to you and valuable and you care about it. So when a person starts to take care of another person it becomes the opposite. You take care of a person and all of a sudden you realize, you realize all the little details and nuances about the

person. And that makes you want to take care of the person more. And that makes you cherish the person more and you're protecting the person that they're not hurt. And what does that mean? Literally, that's what every person wants. Somebody wants to know that somebody else is worrying about them. So here's the point you have to realize because you want to love and be loved. There's no better way to get somebody to love you than to love them. That's the fastest thing you do. You want to be loved? Love. That's the smartest... that's what all the Romeos know. You don't realize it. They fake it out. You don't realize it. I knew tons of people like this. And everybody is all—How do they do it? Even if the guy was a fake. Even though a lot of these guys were fakes. But they know exactly what they're doing. So they say things like, “Oh, no. Please, let me...” Even if he's the biggest fake in the world he knows exactly what he's doing. You want to get love? Give it. So, one, appreciate the details of the person. Taking care of another person will make you appreciate. Taking care of the other person makes you appreciate them more, makes you want to take care of them more and the more you take care of them, that will make you love them, that will make you take care of them more...and the more they'll love you.

### **Take Care**

Take a look at us. How do we come to appreciate the world? The world takes care of us, we appreciate the world. We get all the goodness. The sun is shining, we have food to eat, we have air to breathe. This is a wonderful place, we want to say thank you to the Thing that made us. ... I don't know Who you are but, hello, thank You very much. I love You. You can't help it. Somebody loves you. Somebody up there loves me. You want to love them back. You can't help it. When somebody takes care of you you can't help but love them.

Imagine you wake up in the desert one day. You wake up in the desert, no clothes, no nothing. You fainted. You wake up. The sun is pouring down. Your throat is parched. You say to yourself, “Oh man, I'm going to die. It's all over.”

Then you look out. You see a little box with a red ribbon. You say, "Oh man, I'm really gone. I'm seeing a mirage."

When you open your eyes again five minutes later and it's still there, you say to yourself, "Well, even if it's a mirage I might as well enjoy it... I'm dying anyway."

You drag yourself over. You untie the ribbon. You open up and you can't believe it. There's a pitcher of cold water inside. A little sandwich, napkin, some potato chips, a little piece of cake. A little note in there that says — From your secret admirer. You say, "Oh man, I don't care if this is a mirage. I'm eating it."

You eat the whole thing. You feel good as new. You pick yourself up. You can't believe it. You look around, you say, "Whoever that is, thanks man."

You go a couple of miles down. Fall down again. You wake up. There's a little box there with a blue ribbon. Oh my goodness gracious. You open it up. Inside — Hey man, there's a whole dinner there. You have rice and steak and salad, a piece of cake. Hey, iced tea, oh, and a pair of sunglasses. "I can't believe it. Oh this is too good. Sunglasses." You figure... You stand up and you say, "Hey, hello, I don't know where you are but thanks a lot." You can't help it. Someone takes care of you. You've got to love them, you can't help yourself.

So take a look. When you take care of a person you're going to love them more. Why? I hope I'm explaining myself... because when you pay attention to what a person really needs, then you see all the details of that person. You can see what's beautiful about that person. You see the different strengths, even their weaknesses. And what's beautiful about those things. And the more that you take care of them the more you see those things. And the more you love them and the more you cherish them, the more you want to take care of them. And the more you do take care of them... love is not just feeling... but when you take care of them, then they really love you back. And guess what happens? Then, they want to take care of you. It's

unbelievable. So now you're a somebody and there's somebody deliberately taking care of you and you're taking care of them. Everybody is feeling pretty good. You see this is a pretty good system.

What's the problem? If everybody's so worried about being taken care of, that's why people never happen to get to have such a good marriage. Why? Because they're so busy thinking about who's going to take care of me. Okay, there's another stop.

### **Teamwork**

There's a second stop. And that is that not only do you want to take care of a person's needs, you also want to help a person not to be hurt. And what does that mean? You want to make sure that wherever the person cannot succeed, that you come in and try and cover for them. Why is that? Because that's what you do when you're a team... I mean, when you're playing soccer or football or anything else, that's what everybody does. That's what teamwork is all about. No one person can do the job. It's impossible. One person covers for another or one person completes that which another person can't do. And that's the greatest success of all. There's nobody in the world who doesn't have shortcomings. The world can be divided into two kinds of people, the people who admit the truth and the people who don't. And everybody who admits the truth knows they've got loads of shortcomings. Everybody knows their stock and there's nothing nicer in the world than to have somebody who is willing to help you overcome yours.

So what happens when you see a person that you're married to and they mess up? So you can sit there and get angry about it, you can sit there and stamp your foot. What are you going to do with a person who squeezes the toothpaste from the middle? I know. That deserves capital punishment. It's true. Who would do a thing like that? But it's okay. You're certainly not going to be angry about it all the time.

That's one way. Or, you could help them succeed. How could you help them succeed? You could roll it up every time they use it. You know, roll it back down, squish it back down the bottom and roll it up properly. There are

things to do. You can straighten it out. Or you can hang around getting angry about it all the time. Let's say that the person's always late. You can let them be late, or you and everybody else can be angry. Or you could always make sure that you get places early and you can schedule everything in 15 minutes stretches... 15 minute increments. Some people's partners just have no sense of time and never will. So you can be angry about it till the day you die or you could step in and you can make sure it works. That's all. That's my girl, she's never on time, but it makes no difference. I just show up every place 15 minutes early. Always tell her... make the appointment 15 minutes before... it works like a charm. What's the difference, what do you care? My brother used to come home late every night. When he first got married, his wife was worried that he was up too late. He didn't want to worry her. He didn't want to come home earlier either. He used to come home every night and turn all the clocks back. Then he'd wake her up, say hello, she'd be happy and she'd go back to bed and he'd turn the clocks back to where they were and he'd go to bed. She caught him one night.

### **Covering For Each Other**

Most people, you know, usually they have you sit down and write down ten things that you appreciate. Instead, write down ten things you hate about your spouse. That's okay. Don't worry about it. Write down ten things you can't stand about her. Write down what you hate about your spouse and then figure out how you're going to cover for her. Think about what you're going to do about it, not what she's going to do about it. How are you going handle it? What's the difference? You take care of it. They may never, ever take care of it. That's right. And they never will. So you do it. So what. And they'll take care of some things that you'll never take care of. Won't that be happy instead of the stupid arguments all the time and then baby stuff and paddy stuff? Some people don't do time. They just don't do it. Some people don't do directions and some people don't do lots of things. They just don't make it that way. Some people just never ever pick their socks up. So you can sit there and grouse about it for the rest of your life or, you know what, you just put into your PDA a little reminder every day... pick your husband's socks up or pick your wife's socks up, whoever it happens to be. Who cares?

Did I tell you the story about the guy with the bad breath? There was this guy. He was about to get married. He had a really serious problem because he had like really, really... when he first woke up he had really bad breath. I don't mean like unpleasant I mean like horrible, like dragon breath. It was unbearable. But once he brushed his teeth it was okay. But he figured... he's about to be married. So he went to his mother before his wedding. He said, "Mom, what am I going to do? I have this horrible breath."

His mother said, "What you have to do is this. It's a little weird but thank G-d, when you brush your teeth it's better. So you have to make a rule, and no matter what you do, no matter how crazy your wife thinks you are, you do not speak in the morning until you brush your teeth. If the house is burning down, you don't say a word. It's mum. That's all. For the rest of your life. Everything will be fine."

The guy said okay. That's what he's going to do.

Believe it or not, the girl had her own problem. She had these extremely smelly feet. Like horrible, horrible, like the zoo. And what she figures is we have a great thing going but the second she gets married the guy's going to divorce her. She went to her mother and said, "Mom, what am I going to do?"

She says, "Well, what you have to do is going to be a little weird, but for the rest of your life, no matter what you do, you do not take your socks off at all. You take a shower, you put your socks on. You never take your socks off. Right, your husband will think you're weird but you're a good girl and so you're okay. Nu."

They got married and that's exactly what happened. She was a little weird, she never took her socks off and the guy — look, everything else is okay. Okay she's a little weird in this but so what? The guy didn't talk every morning until after he brushed his teeth. Okay, even though it's a little weird, they love each other. Everything's going fine.

A couple of months after they married they're going good and then one night she slept a little fitfully and she wakes up and she sees her sock came off. Well, she's in a panic. If her husband wakes up, it's over, the marriage is finished. She starts throwing blankets all over the place, the pillows. She knocks everything up and down. Of course, she wakes her husband up. He says, "What's going on?"

She says, "Oh my G-d, you swallowed my sock."

### **Nobody's Perfect**

So what's the story? It never works out. Everybody's got a problem. You're never going to marry someone without problems. And you've got problems. When I was little, one of the things I noticed when I went to other people's houses... so you know in other people's houses, you know, they smell funny. Didn't you ever notice that? You know, other people's houses, they've got that weird smell. So it took me a couple of years but then I realized, you know what? I bet you my house also smells funny. And the answer is, your house does smell funny. You just don't notice it because you live there. Your house also smells funny. And you know, what's the problem with the world? So the problem is that we understand fundamentally what to do but we can't do it.

### **Everybody's Somebody's Creep**

I had a book called "Children's Letters To G-d." I don't have it any more but I used to have it. In one of my favorite letters, the kid says, "Dear G-d, I know You said to love everyone, but I don't think You ever met my sister." And what's the story? We all have good ideas but we... the special cases don't work. Our particular circumstances won't work. No I can't handle that particular problem. But you don't realize, you think somebody else is a creep? You're a creep for somebody. Everybody is somebody's creep. That's right. You can't believe it. You're somebody's creep. And maybe you are your husband's creep or your wife's creep. You know, everybody is somebody's creep because everybody irks the daylight out of somebody else all the time. So now you realize the same way somebody's irking you, believe me you're irking somebody. You're probably irking them maybe ten times worse. Who

knows what you're like? Maybe you snore or worse. You don't know what you're doing. So the answer is, what you can do, you can sit down and grouse about it or you can say — Look, what can I do to help the person? What can I do to cover? What can I do to make a person's problem not a problem? Not a problem for myself, not a problem for others. Because when you love something you cherish it, you take care of it, you make sure it doesn't get damaged, it doesn't get hurt. And the last thing you want to get hurt is the person that you love, is the person that you're married to. So to have a good marriage you spend your life making sure to cover for the shortcomings of the other person and make sure you can do something about it.

### **Help Your Spouse Love You**

And there's something else you can do about it. And that's this. One of the things about loving and being loved is that, since every person wants to be loved, there's two ways to love a person. The first way is what I told you. The first way to love a person is to take care of them, is to worry that they don't get hurt. I said there's two ways. One is by doing kindness for them, which we spoke about. That includes covering for their shortcomings. But there's another way. Another way to love a person - believe it or not - another way to love a person is to make sure that they please you. Because that's a fundamental need that everyone has. Everybody wants to be beloved and in order to be beloved they have to be successful. So even if you took care of the person that you love, even if you covered for the person that you love, you're not going to really be able to love them unless you can make them be loved by you. You understand, make them feel loved. When you're just taking care of them, you're going to feel some love. But there's something real because they're going to feel that you love them not only by virtue of the fact that you take care of them but by the fact that you genuinely appreciate what it is that they do for you. But there's a problem. So what, you can say thank you. For sure. We all know that. But there's something that's an even greater achievement there. You can make sure that they're successful in pleasing you. But you can't do it by commanding people. What, you're going to walk out and have a whole list of things that you tell your partner, do this and do that? That's not going to work. It doesn't work that way.

Did I tell you that story about the guy that's dying? This guy was dying. He had a bad disease and he didn't know it. The wife takes him to the doctor. The doctor gives a head to toe examination and it looks like it's pretty serious. So the doctor calls the wife in by herself. She says, "What is it, Doctor?"

He says, "Look, I've got to tell you something. Your husband has a very serious condition and it's most likely fatal. There's one chance that he can live."

"What is it? What is it?"

"You really want to know?" he asked.

"Yes," she answered.

He said, "Look, if from this day forward, from the moment you wake up till the moment you go to bed you never ever think about anything in the world except for your husband, what he needs... if he even gets a look in his eye and looks as if he wants something, give it him on the spot. If you do that, if you dedicate every moment of your life to what he needs, he'll live."

She said, "Thank you very much doctor." She walked out.

Her husband looked at her and said, "What did the doctor say? What did the doctor say?"

She said, "You're going to die!"

The answer is that if you're willing and that's what you really want, then make the sacrifice to take care of him. That's one. But there's something else you have to do. In order for someone to feel loved, they also have to feel that they are loved by virtue of what they do for you. But, if they cannot come up to your expectations then they're never going to truly feel loved no matter how much you take care of them, because they're never going to feel that

they were successful in taking care of you. So one of the kindest things and one of the best things you can do, and one of the ways to love your spouse, is by making them successful in loving you. How do you do that? You do that, not by commanding them, but by letting people know what it is that will please you. And you have to give them little hints and little reminders. You know, they're never, ever going to remember to do this thing for you. Forget it. They're not going to remember. So you know what you do? You always say, "Oh by the way, did you get the thing?"

"Yeah."

You say, "Oh, thanks so much." For the rest of your life you always have to remind them. You may mention what it is. Some people never know what to buy for their spouse. So what you do is you do them a favor. Once in a while you say — Hey, I saw something really nice in the shop. He'll say — Oh really, that's good. Do you want me get it for you for your birthday? Instead of them always bringing home the wrong thing, the wrong color or the wrong idea, so you let them know. Some spouses always know what to get for their spouse. Some don't. Some really don't. They don't get it. Some people don't get it. I hope you know that it just doesn't happen. Some husbands always come home with a power drill for their wife. Some wives like that you understand... but some don't. Some don't. The guy who's not really interested in the collected works of William Shakespeare...he would rather get the boxed set of all the Superbowls or whatever. You have to let the person know. You have to let them know what it is. It's not only a question of getting what you want; it's a question of allowing the person to be successful in taking care of you. And it's one of the kindest things in the world a person can do, helping a person please them.

### **The Whole Equation**

So look how beautiful it is. Let's look at the whole equation. Remember, we said a fundamental need is to love and be loved. Everybody knows that it's a cliché but I'm telling you, that's what is going on. By saying it's a cliché you're not going to make yourself happy. That's what everybody says. That is what everybody says but they're still saying it after thousands of years. So what?

Are you going to ignore or deny it? By being cynical you think it's going to make you happy? It's not going to make anybody happy. You may as well accept it and go for it and work at it.

### **Why Marriage?**

You have to realize by being in a marriage... the value of a marriage contract is that you're stuck. That's the whole point. That's why we get married. We get married so we're stuck with the other person and we can't run away. We can't run home to Mommy, we can't run home to Daddy, we can't run some place else or go to the office. You're stuck in your marriage and that's what you're doing till you work it out. You're going to finally love somebody and be forced into doing the things you have to do in order to give and in order to receive love. And if you don't do it, you're foolish. You're giving up on the greatest thing. That's why we have a marriage contract. That's why we bother with the bonds of marriage. People who wonder what to do — move in, move out, move in, move out... that's why they never find love all their lives, because they're never stuck. Every good thing comes with its responsibility and if you're not stuck you're never going to come through. Everybody knows it. Everybody knows it with exercise, everybody knows it with art, everybody knows it with science. Everybody who produces something puts themselves into a harness and puts their shoulder to the wheel, and that's how they make it. And if you're not stuck with the person that you're going to love, you're never going to love her, it's never going to happen. You put yourself into a bond and then you're not going anywhere. Now, feel, I love that person and you've got to make them love you and that's the way it works.

So see, what's the equation? We want it so badly. How do we do it? One, we have to pay attention to detail. We have to come to see all the detail, who is the person that we're married to? Every aspect, how they walk, how they talk, what they care about, what they think about. Who is this person? What do they like? What don't they like? What makes them laugh? What doesn't make them laugh? What makes them cry? And we come to appreciate the unique entity of who that person is. And the faster you start taking care of a person, the more you notice who they are. The other way is to go from back

to front. People who do kindness become kinder and kinder. You have to start out kind. If you just act kindly, even if you're not, you'll become kinder by definition. You just do acts of kindness and you'll figure out what the person needs, believe me.

When I was 20 years old... I was married young... I was already married for a while. One day a poor man came to me and he says he wants to spend the weekend in my house. He was an old man. I was kind of scared. I brought him home. And then he came to my house and he began to teach me how a person takes care of a poor person and how a person takes care of a person who's not well. He wasn't well. He wasn't embarrassed. He said --This is what you should do, this is how you receive a guest, this is what you do next, this is what you should do now. He said — You have to help me. He was very sick. His leg was infected. He had me take care of it. He showed me everything to do. You know what happened? It wasn't easy for me. First of all I was frightened. I was a kid. I was scared. The guy was old, he was sick. He turned around my life. He gave me a gift beyond all reckoning because what happened was that the more that I took care of this person the more I saw what a beautiful human being he was. The more I appreciated the person... as frightened as I was. I was scared. It was weird for a kid. But the more I did it, the more I saw what an incredibly beautiful human being this was, what a precious gift this person was to the world and to myself. And how lucky I was that I was that close to that person for a weekend in my life. When he first came I was so afraid that I wouldn't know what to do with the guy. By the time he left I was... I was missing him already. The pity was he had to leave my house. That's what happens if you take care... also, you notice every little thing.

So here's the formula. You take care, you notice the details and if you notice the details, you'll take care. You take care, you'll notice the details. You'll notice the details, you'll start to cherish and appreciate everything about that person. And the more that you cherish the person, you love them, you'll want to take care of them like a computer or like a camera or like an expensive thing. You'll want to take care of them but you want to make sure they don't get hurt. In order to make sure they don't get hurt, you watch out for them.

If you want to watch out for them, you make sure that wherever they're stuck, wherever they're lacking, you're going to cover for them if you can. You're going to fill in the gap. You're going to fill in the gap, that's another step. What happens? The more you do that they're going to love you for that, believe me. Then there's another step. The more you do that, the more that you love them and take care of them, the more they will do the same thing back to you. Believe me. There's nobody you love in the world like somebody who is taking care of you, making sure you don't get hurt. Believe me. Guaranteed.

And then there's one more step and the last step is that you're going to make sure that not only are you taking care of the person but that you're allowing the person to take care of you. And it's not a game. You can't figure it out. It's not putting on a smile. That's not going to work. You have to genuinely make the person successful so that you truly appreciate the person. That means that you have to admit what it is that you really need and be honest about it. You have to be honest about what the person can really do for you and help the person provide that which you really need. You have to help them be successful. You have to almost instruct them... but these things are not done by commanding. These sorts of things won't come by bossing your partner around. That's back to the same old selfishness. That's not going to make anybody love you. It'll make her hate you. That's not going to work. But if you'll be kind and just let the person know what it is and wait and let them know gently and carefully, they're going to come through. When they come through, it'll be because you really were kind enough to share with them and let them know what it is they really can do for you. And when they come through you really are going to appreciate it. You won't have to fake it out, it won't be manners. They're going to see it in your face and your eyes, how much you cherish them and there's no feeling in the world like that. That's what every creature in the world wants. They want to feel the need to care for something else. They want to feel that someone else needs to care for them and that they're appreciated and valued. And that's what gives a person identity.

You know what? Who do you know best in the world? When somebody is busy taking care of you, that person is a real presence in your life. They have real value. And when you take care of somebody, you have real presence. All of a sudden you are the most important thing in someone else's life. And someone else is the most important thing in your life. That's the greatest gift of all. You can't be much happier than that. That's how it works.

### **It's Not Deep or Complicated**

Now I know you're looking for something deep and you're looking for something complicated. It's not deep and it's not complicated. It's hard. It's not deep. It's not complicated. It's hard. But it's not hard because the statistics are against you. It's only hard because you have to make a choice to do it.

I once went to a course and the professor came in and said — Some of you will fail. Most of you will not do well. And that was scary. It was a scary way to start off the course. If I told you in a given course that 90% of the students fail and only 10% of the students pass, you'd be scared to take the course. You'd think, oh man, the odds are against me. But what if I told you that 100% of the people who failed did not study and 100% of the people who studied passed. Would you be afraid to take the course now? I don't think so. The odds only look like they're against you. They're not against you. The statistics of marriage look terrible. Most marriages in the world are mediocre. Many fail. And only the tiniest amount are great. Sounds like terrible odds. They're not terrible because I'm telling you that 100% of the people who put their heart and soul into it have great marriages. There's no question about it. It's only hard because you have to really want to do it. You have to not be passive. You have to not be selfish. That's hard, I know. But I'm telling you, you don't want to fake it. Fake it in the beginning, just to get started. When you get started you understand that a good marriage is going to come from you taking care of your partner and letting her take care of you. It's good. It'll be successful. It's guaranteed.

If you're not married to a nut, if you're not married to a Jekyll and Hyde, it's going to work. Anybody who is not disturbed responds to love. A person who

is disturbed, now that's a problem. We need therapy. That's a different story. But if you're married to a normal human being there's no normal creature in the world who doesn't respond to these things. If you ever see a baby get a hard knock... they fall over you. You hug a baby, they're all over you. Everybody responds to that. Take honey. People will run to honey and sweetness and goodness. Everybody knows the answer. People don't want to do the work. Well, I'm sorry to say it this way, but it's the truth and you can quote me on it. Anybody who wants it can have it. Anybody who wants it can have it. Most people don't want it bad enough to do it. Most people don't want it bad enough to work for it. They want to complain and they want to grouse about everything. They don't really want to do it.

I'm just telling you, you can have it. There's no reason why you can't have it. When you love a person more and more in your life and you're more excited about the person every day that you live together, then all of a sudden they become more beautiful even though the face is getting older. So now, what you see there is more and more beautiful. Every minute you just want to be close... just the thought of that person makes your heart soar and when things are tough just the thought of that person comforts you. And just to see them or just to touch their hand, it makes life so wonderful. That's what it's all about. That's all marriage ever was. People think it's about all kinds of things. You know, I'm a logician. Do you know how many times I talk about logic? This many. That's a zero for those who can't see. That's not what marriage is about. It's about taking care of other people, about being close together, worrying about each other. That's the whole thing. That's the beginning, that's the middle, that's the end. Stop the stupidity. You let go.

I once went to see a very great man. I asked him what the secret of peace in the home is. And he just laughed. He said — Let go. Let go. She wants her way, he wants his way. Let go. He laughed. People are looking for deep secrets, for something deep. They want it to be complicated so they can have a good excuse for not doing it. That's all. That's why. That's the sad truth of it. That's why everybody's failing, because they don't feel like doing it. But I'm telling you, everybody who wants to can have it as soon as they want to have it. And that should be our blessing, that we'll be able to do it. I really hope

that we'll always come to a place where we're old and wrinkled and look like prunes. And we'll hear those words and tears will pour down our faces. I'll always be with you wherever you are. I'll always be with you no matter how far. My heart is yours, my soul... and I fall into your waiting arms. That's always the case for anybody who wants it. That's the simple thing I want you to have. I wish it were more complicated, but it's not.

***Summary***

*It all boils down to one thing: It's there for the taking. If you want it, you can have it. You just have to want it. Trust me.*