

# Back Cover Text

## HUMBLE POWER!

Your Guide to Heal, Influence,  
& Masterfully Change ALL your  
Relationships, even if the other  
person doesn't want to change!

---

---

Whether you Realize it or not, you ARE influencing others!  
Why not make your influence work for you?

---

---

- Receive more joy from all your relationships!
- Get the kind of respect you deserve using 5 important keys!
- Get your point strongly across without offending the other person!
- Overcome the hidden relationship weakness that everyone has!
- Become a STRONGER leader, parent, or authority figure!
- Measure how your influence on others is growing by using a powerful 60-question test again, and again!

“Finally! A simple way to turn  
troubled relationships around!”

Ken Robertson, Ph.D., has degrees in Counseling Psychology, Industrial Psychology, and Human Resource management. During the past 15+ years, he has served as a mental health professional, psychologist, and CEO. Dr. Robertson's expertise is in systems theory and styles of interpersonal influence. Simply said, he's a "Relationship Expert," and loves to lead, teach, and inspire others to improve their relationships! His easy-to-understand style will help you quickly dive into making ALL your relationships great!

---

---

# Preface

---

---

Humble POWER! To put those two words together seems almost like an oxymoron – kind of like “jumbo shrimp” or “voluntary taxation.” But believe it or not, you’re about to experience an exciting new way to view the principles of humility. Humility CAN bring us power:

- The kind of power that makes a difference.
- The power to have better relationships.
- The power to be respected.
- The power to make your own positive changes toward self-growth.
- And most incredibly, you can have the power to influence others to change, even if they are not motivated to change!

All these things can come through a true understanding of humility and the principles upon which it is based.

Humility has received a “bad rap.” Many people view humility today with disdain. In our busy information and technological age, we are so focused on our own selfishness that humility is viewed as a weakness. Humility is the missing centerpiece of most self-improvement discussions that have taken place in the last 50 years.

This book represents the input of several individuals in my life (who will go nameless), as well as my own research and studies during the past 15 years while serving as a psychologist, professional speaker, and CEO in the behavioral healthcare field. As you take this journey with me, you will see yourself and others in a much more positive light, and discover ways to make wonderful changes for yourself. Good luck, and enjoy the ride!

Ken Robertson, Ph.D.  
October 2001

---

---

# Table of Contents

---

---

<b>INTRODUCTION – WHY HUMBLE POWER?</b>	<b>ix</b>
<b>1 THE HUMBLE ZONE</b>	<b>1</b>
Problems with Definitions	1
A New Model for Humility	2
The Three Positions of the Humble Zone	3
A New Definition of Humility	6
Leaving the Humble Zone	8
Blaming Others	9
Blaming Ourselves	12
The Humble Leader, Parent and Disciplinarian	16
What Humble POWER is Not	16
Exercise 1: Moving into the Humble Zone	18
The Benefits of Humble Power	24
The Next Step – Read On!	25
<b>2 HUMBLE POWER: THE STAGES OF INTEGRATED LOVE</b>	<b>26</b>
The Secret to Increasing Humble POWER	26
What is Love	26
Humble Love Versus “Unconditional” Love	28
Humble Love and Abusive Relationships	29
The Three Domains of “Integrated” Love	31
Why a Spiritual Domain	32
The Spiritual Domain of the Humble Zone	33
The Four Stages of Love	36
<i>The Stage of “Understanding” Love</i>	36
<i>The Stage of “Serving” Love</i>	37
<i>The Stage of “Respectful” Love</i>	38
<i>The Stage of “Valuing” love</i>	39
A Tale of Two Journeys	40
<b>3 BECKY’S HUMBLE JOURNEY: TOWARDS LOVE OF SELF</b>	<b>41</b>
Introduction	41
Becky Learns to Understand Herself	42
Becky Learns to Serve Herself	49
Becky Learns to Respect Herself	60

Becky Considers Valuing Love 73  
*[The 15 Questions of Love]* 75

**4 DIGGING DEEPER: LOVE OF SELF 78**

Stage One: Please Understand Me! 78  
*Understanding Uniqueness (Communication & Awareness)* 78  
*Understanding Responsibility (Confession & Change)* 79  
*Understanding Values (Coherence & Consistency)* 81  
Stage Two: Please Serve Me! 84  
*Serving for Kindness (Connecting & Appreciating)* 84  
*Serving for Support (Cooperation)* 84  
*Serving the Suffering (Compassion)* 85  
*Serving Through Mercy (Cleansing & Forgiving)* 86  
Stage Three: Please Respect Me! 88  
*Respecting Feelings (Consideration)* 89  
*Respecting Behaviors (Conditionality)* 91  
*Respecting Decision-Making (Creativity)* 92  
*Respecting Authority (Command)* 96  
Stage Four: Please Value Me! 97

**5 DAN'S HUMBLE JOURNEY: TOWARDS LOVE OF OTHERS 98**

Introduction 98  
Dan Learns About the “Zone of Positive Influence” 100  
Dan Learns to Understand Others Better 110  
Dan Learns to Serve Others Better 120  
Dan Learns to Respect Others Better 132  
Dan Learns to Value Others Better 142

**6 DIGGING DEEPER: LOVE OF OTHERS 153**

Stage One: Please Understand Me! 153  
*Understanding Uniqueness (Communication & Awareness)* 153  
*Understanding Responsibility (Confession & Change)* 154  
*Understanding Values (Coherence & Consistency)* 155

---

Table of Contents

---

Stage Two: Please Serve Me! 156  
    *Service and the “As-If” Principle* 156  
    *Serving for Kindness (Connecting & Appreciating)* 156  
    *Serving for Support (Cooperation)* 157  
    *Serving the Suffering (Compassion)* 158  
    *Serving Through Mercy (Cleansing & Forgiving)* 159  
Stage Three: Please Respect Me! 162  
    *Respecting Feelings (Consideration)* 162  
    *Respecting Behaviors (Conditionality)* 162  
    *Respecting Decision-Making (Creativity)* 168  
    *Respecting Authority (Command)* 168  
Stage Four: Please Value Me! 172

**7 DIGGING DEEPER: LOVE OF GOD 176**

Stage One: Please Understand Me! 178  
    *Understanding Uniqueness (Communication & Awareness)* 178  
    *Understanding Responsibility (Confession & Change)* 178  
    *Understanding Values (Coherence & Consistency)* 179  
Stage Two: Please Serve Me! 180  
    *Serving for Kindness (Connecting & Appreciating)* 181  
    *Serving for Support (Cooperation)* 181  
    *Serving the Suffering (Compassion)* 182  
    *Serving Through Mercy (Cleansing & Forgiving)* 182  
Stage Three: Please Respect Me! 182  
    *Respecting Feelings (Consideration)* 183  
    *Respecting Behaviors (Conditionality)* 183  
    *Respecting Decision-Making (Creativity)* 184  
    *Respecting Authority (Command)* 184  
Stage Four: Please Value Me! 185

**8 MOVING FORWARD: THE ROBERTSON HUMBLE POWER TEST 187**

Introduction 187  
The Robertson Humble POWER Test 190  
Scoring 196  
Interpreting 198

**EPILOGUE – THE JOURNEY INTO LIGHT**

**201**

The Universal Denial 201

The Way Out 204

The Spiral of Humble POWER 205

The “Light” of Humble POWER 205

Conclusion 206

---

---

# Introduction

---

---

## Why Humble POWER?

*“Humility is the ladder to divine understanding.”  
(Source unknown)*

Consider the following stories, and ask yourself what they have in common:

- (1) Robert and Susan are at their wit’s end with their son, “Greg,” age 15. For the past year it seems that they’re always fighting with him over everything: Curfew, clothing, hairstyle, etc. Robert believes that his wife is to blame because she “coddles him to much.” And after all, he says, he has to always be the one to step in to exert the real discipline Greg needs. Susan, on the other hand, feels that Robert has not spent enough time with Greg to be a positive influence in his life. After all, she says, she is the one who is with Greg most of the time while Robert is off and away on work trips. Both Robert and Susan feel that Greg is inconsiderate, defiant, and heading for serious trouble.

---

---

# Chapter 1

---

---

## The Humble Zone

*“Humility is often a false front we employ  
to gain power over others.”*

*(Francois De La Rochefoucauld, 1613-1680,  
French Classical Writer)*

*“Too much humility is pride.”*

*(German Proverb - Sayings of German Origin)*

*“When we become aware of our humility we’ve lost it.”*

*(Source unknown)*

### PROBLEMS WITH DEFINITIONS

**W**hat is humility anyway? Is it timidity? Is it being a “Johnny milk toast,” unable to stand up for one’s self? Is it a person who walks around constantly doubting himself? Is it the opposite of pride? Can one have good pride? What about seeking humility anyway? Isn’t seeking humility, in a sense, a paradox: When we try to make ourselves humble we’re in fact not being humble? Why are you writing a book about this, Dr. Robertson? Are you crazy?

Dear reader of this book, I am not crazy. I am excited to share some great new change-producing insights with you. It is true that with the kind of questions like those above (many of which I asked myself long before I put this book together) people can have disturbing feelings towards humility.

---

---

## Chapter 5

---

---

### Dan's Humble Journey: Towards Love of Others

*“If you are right, take the humble side –  
you will help the other fellow.  
If you are wrong, take the humble side –  
and you will help yourself.”  
(Source Unknown)*

#### INTRODUCTION

**D**an, a supervisor for a computer company, has been sent to Steve in Personnel to receive some leadership training. Staff from Dan's department had been voicing their concerns to Dan's superiors ever since he was assigned as their supervisor for the department. Staff have described Dan as being condescending, degrading, and cruel, particularly in the way he constantly criticizes his subordinates. Steve spent the first few minutes with Dan explaining the circumstances that caused Dan to be called in for the training, to which Dan reacted defensively.

“I know where this is coming from,” snorted Dan angrily, “It's Thompson. He's been a troublemaker from the beginning. And Wagner. I know she's in on it too. I've already caught her going above my head on several occasions. So I'm here talking to you