

MODE ONE

**CHAPTER FOUR**

**The Men who Exhibit  
Mode THREE Behavior:  
The “Phony Pretenders”**

*“We lie to avoid whatever we perceive as dangerous – to our ego, to our comfort, to our safety. Most of us lie because our sense of safety and self-esteem depends on our feeling in control, in control of how other people react to us, of whether we appear smart or foolish, of whether we’ll get what we want.”*

*Dr. Susan Campbell, author of Getting Real: 10 Truth Skills You Need To Live An Authentic Life*

**Mode Three Behavior.** I would have to say, that out of all the four modes of verbal communication, Mode Three is probably the most pathetic. At least when you exhibit Mode Two Behavior, you're usually confident enough to approach a woman. You just don't have the guts to really be yourself, and express your needs, desires, interests, and intentions in an upfront, straight-to-the-point manner. Many times, when you're in a Mode Three frame of mind, you're usually ***too timid to even APPROACH A WOMAN.*** Fear rides you like a horse. Just about everything about you is fear-based, and consequently, **phony** and **wimpy**. Mode Three Behavior is both **weak AND ineffective**.