



Conscious Dating Tele-Seminar Series

Conscious Dating for Boomers: Finding Love After 50

With David Steele and Frankie Doiron

Transcript

David Steele: Welcome and thank you for joining our monthly conscious dating tele-seminar. This seminar series is designed to help you find the love of your life and the life of your love. Please mark your calendar and be sure to join us on the first Thursday of each month for outstanding, one-of-a-kind, programs you will not want to miss. I am Dave Steele, founder of Relationship Coaching Institute and Relationship Coaching Network, which will soon be renamed Conscious Relationship Network. I am the author of "Conscious Dating: Find the Love of Your Live in Today's World," a book that took me eight years to research and write.

Joining me is Frankie Doiron who is the president of Conscious Relationship Network our mission is to do everything in our power to help you find your life partner. For example, on the third Thursday of each month, Frankie and I conduct a free monthly conscious dating tele-clinic to provide you real time, live-coaching and relationship advice. For more information, visit www.consciousdatingteleclinic.com. We are absolutely serious about our commitment to helping you and building a relationship and we are excited you are here with us this evening. Tonight our program is "Conscious Dating for Boomers: Finding Love after 50." How appropriate, you know, Frankie, this is my 50th year on earth I am having my 50th birthday this year.

Frankie Doiron: Well happy birthday, David, I'm not quite there yet though. [laughs]

David: Oh, yeah, [laughs]

Frankie: That's an inside joke.

Dave: If you do not have to study guide for tonight's program, you will want it. Please go to www.consciousdating.com/boomers.htm to download and print a copy. We are going to give you a lot of important information that you will probably want to remember and to study guide will make it easier to follow on and take notes. We will be returning to the study guide as we go a long as well. Just to make it interesting, we left some blank spaces for you to fill in, but don't worry, we will give you the answers. We have received many emails from members of our network with questions and challenges about dating

after 50 and we hope that tonight's program will answer most of them. If you have questions that you would like address in our seminars or during our conscious dating tele-clinic, please go to www.askconsciousdating.com.

Here are a few questions that we been asked recently. Anita asks, "Why is it that men at 50 just want younger women and ignore women regardless of age who have substance and knowledge and vibrancy and zest for life. So what do women over 50 do when they get bypassed by men just because of their age?" That is probably the most common lament we have been hearing.

And Nellie asks, "Many men prefer women much younger than I am and will reject a woman who is 60 and older. I am active and I think I look quite good yet if I am honest about my age most men will not consider me despite the fact I am often healthier and in better shape than they are."

And then Roger, this is coming from the other side of the coin, he asks, "What does it take for a man in his middle to late 50s to get women in their late 30s or early 40s to look at him as a serious possibility for a mate. I am tired of the stereotype that we are good for nothing but women in their 50s. That is way too old to even consider marriage." Wow. [Laughter]

I am sure there are some women who are feeling their hackles rise on that one that are online right now. Jayne asks, "I am 58, newly single and I have been married for 34 years and never thought I would ever be single again. I find the idea of dating very daunting and overwhelming. I am worried about being deceived because everyone in our age has a past. I also want to know how can you take it slow, not be pressured into intimacy while you get to know someone."

These are great questions and it is just a sample of the many we received. Really good stuff, keep them coming. In this program, you will discover that truth about dating after 50 including information about the singles lifestyle, the types of single men and women over 50, the types of daters and non-daters over 50. We will also cover the benefits of dating when over 50. Believe it or not, there are the benefits. And the top three dating traps facing boomers and our top 10 tips for finding a partner over 50. So Frankie, who are baby boomers, what are we talking about?

Frankie: Boomers are individuals who were born between 1940 and 1964, you and I are boomers.

David: At least you admit to being one now.

Frankie: [laughs] and actually, this year is the first year that we will have a baby boomer turning 61. Isn't that amazing?

David: Yes, we are getting old.

Frankie: [laughs] 49 percent of boomers make up what is called the core group of the generation and these people were born between 1951 in 1959, so that is a huge chunk of that population, and as a whole, boomers are considered to be the wealthiest of date of all

generations, lifestyle and health are important to us. We are young at heart; we expect comfort, convenience and fun.

David: Absolutely.

Frankie: [laughs] interestingly enough, the gap in life expectancy for men and women in this generation is narrowing. And our average life expectancy is currently estimated at 83 years of age.

David: That is a long time.

Frankie: Yeah. And boomers are typically well educated; we respect knowledge and technology, because we were raised with technology. According to the American Association of Retired Persons, there was a survey, 63 percent of us feel younger than our age and almost as 80 percent of us expect to work after we retire. So this is a generation attitudes about aging are really creating a paradigm shift. You know what was considered old a generation or two ago no longer fits with the attitudes and outlooks of the boomers. Now, David, I know you have a lot of interesting information in a study.

David: Yes, in researching for this program I came across a gold mine of information about single baby boomers in a study that was done by AARP in 2003 that is American Association of Retired Persons and the study is called "Lifestyle Dating, and Romance: A Study of Midlife Singles" and there is a link to it in your study guide. You can check it out for yourself and they did a survey of 3,500 single men and women, ages 40 to 69, and they came up with a really interesting data that we are going to share with you. I am on page two of the study guide; I am not going to read it word-for-word. I am just going to mention some things and comment on it.

So one thing that is interesting is that the Census Bureau reported that there are 34.4 million singles or unmarried persons in the United States ages 40 to 69. So given that there are 101 the numbers vary 90 to 100 million singles in the United States total, about 35 million of these are baby boomers, and 34 percent of the baby boomers are single.

Frankie: That's a huge chunk.

David: And a majority of the singles that are baby boomers are women at the rate of three women for every two men and disparity does grow with age because women do tend to live a little longer than men but that is narrowing as well. Men are having a longer life expectancy and they are catching up to women, or maybe women are not living as healthy a life and they are coming down to where men are, who knows? The older singles that look around and their fear is that, "Oh my god, there is like ten women for every single man." No, the actual data is that there are three women for every two men. But it doesn't matter what the numbers are, we are going to show you some very interesting information about those numbers pretty shortly.

Frankie: David, I think this is a great opportunity for women to look to younger men. What do you think? [Laughs]

David: [laughs] David Well, we're about to get to that. Now if you go a little further down in page two, under single lifestyle and see older versus younger what the AARP

found in their survey was that most older men want to date younger women, and most older women by choice or by need is their wording, also want to date younger men. So everybody wants to date somebody younger. So women, although they tend to complain a lot about the men only seem interested in younger women you know, the women are looking for younger men as well, in large numbers. So what do think of that, Frankie?

Frankie: Well, you know I'm married to a younger man...

David: Yeah.

Frankie: And I come across this really quite frequently in my coaching with single women who are over 50. They exclude men who are under 50. And I say to them, "Why not just open up the boundaries? Look beyond your age group," and it's like a light bulb goes off.

David: And you know what? My sweetheart is five years older than I am.

Frankie: There you go.

David: I've always liked older women, so I don't know if I'm bucking the trend or what, but I think both of us are examples that different strokes for different folks.

Frankie: Exactly.

David: And it really doesn't matter what the numbers are--and we'll get into that a little bit later. So what else can we share with you at this point? We all know that women want companionship and security, and men really would like to have sex built in; although, women want sex too, and sometimes we get complaints from the women, that the men aren't as interested in sex as they get older. In fact, I think one of the programs we're going to have to do, Frankie, in the near future is sex and the senior citizen.

Frankie: [laughs] that sounds good to me!

David: Yeah, let's see...so what else?

Frankie: David, we have to redefine senior.

David: Well I think you're right, and that is a debate for another day.

[Laughter]

David: Now on the bottom of page two--one thing I find very interesting is that in the survey they found that the most reliable, the most common way that baby boomers find dates is through friends, relatives, and work. And it reinforces what I've intuitively known, and the data that I've seen, that most people find their soul mate through somebody they already know.

Frankie: Yes, that's true.

David: Let's see, what else? Beyond dating now here's where when you get older and you've been married once or twice. Getting married again is not a high priority but you

still want a companion, you want the security of a committed relationship, you still want to be with one person, you still want to grow old with somebody, and I call that a committed relationship. If your intention, your desire, is to be with one person for the rest of your life I call that a commitment. Now whether it's marriage or not, when you're a baby boomer and you've already been married and your kids are grown, getting married again is not necessarily a high priority. But most people that I talk to say that they would love to get married again if the right person came along. And I've heard that term a lot: "If the right person came along," and we're going to talk more about that as well.

Now I'm on page three, by the way on living arrangements. Living alone is the norm. About half of baby boomer singles live alone, and then the rest live with a child or grandchild, adult children, family members, some have roommates and some even live with their parents. And single men are slightly more likely than single women to live alone. We're talking about 56 percent versus 44 percent, not a huge difference.

Frankie: You know, David, I call that the club sandwich generation, because some baby boomers live with their aging parents, and their children, and maybe even grandchildren.

David: Oh, yeah.

Frankie: So that's a double-decker sandwich.

David: The club sandwich, right. Now, on activities as far as what the surveyed singles like to do guess what is on the top of the list? It's watching television.

[Laughter]

David: And six percent report being very active, 57 percent are active, and 28 percent are not active at all, they're sedentary. The most common activities in rank order: television is at the top, spending time with family, reading, playing with pets, socializing with their friends, something spiritual or religious; and then going down the list. We have the whole list for you here.

Frankie: But David, I would say the top four are not going to bring someone into your life, they're pretty solitary activities.

David: Right, they are very solitary isolating activities. Now, women are more likely than men to want to focus time with their family, especially when they get older. And reading, you know, women read more than men as well, especially as they get older. And women are, more than twice the rate of men, involved in spiritual or religious activities. Now what the heck does this say about men, Frankie? That they're not interested in their families, they don't like to read, and they're not spiritual!

Frankie: [sarcastically] and they just want sex, David.

[Laughter]

David: The wording is they're not...they're less likely. Now there are lots of men that are involved with their families, and who are spiritual, and read.

Frankie: [laughs] yeah.

David: OK. So Frankie, why don't you read us through the types of single men over 50?

Frankie: OK. Well, based on this survey there are four types of single men over 50.

David: And this is on page four, by the way.

Frankie: Yes. The first type are the shy guys, these are the ones who are likely to be either widowed or never married, they'd love to date, but they may not be trying to date. I guess they're watching TV.

[Laughter]

Frankie: Maybe they are playing with their pet. Maybe they've given up because of shyness or problems finding a date. Then the next category is dreamers. These are likely to be looking really seriously for dates, but not having much luck; and mainly it's because they want to date the physically attractive woman and they're not meeting new people. So maybe that's... Maybe Roger is a dreamer, I don't know. Maybe he's on the line, maybe we can talk to him.

[Laughter]

Frankie: Then the third type is the swashbuckler. These are the guys who are likely to be very active. They're healthy, they're confident, probably sexy, they love the single life, and they've dated more; they have more sex than the shy guys and the dreamers that's not a big surprise and they like to play the field and have multiple relationships.

Then the final type is the Romeo. These are the guys who are likely to be very happy, and optimistic, and self-confident; but they're probably also in a committed relationship. It makes sense they engage in a lot of sexual activity and are apt to have no dating problems.

So those are the four types of single men over 50.

David: So what's really interesting about this is you are a single woman over 50. Take a look at these types of guys and realize that the Romeos, they are so relationship-oriented, they don't want to be alone, they are already with somebody, and when they're single, they don't stay single for very long. And the swashbucklers, those are players. Those are the ones that are having so much fun being single, and the single life, and having a lot of sex, and going on cruises, and whatever else; they're not really available for a committed relationship or the kind of relationship that you might want. They're a lot of fun though, so if you like that, then go for it.

But take a look at the shy guys and the dreamers. The shy guys, they'd like to be in a relationship, but they find dating really, really hard. And when you're older and you get set in your ways, you don't take as many risks, and you just, you find comfort in your routines; then you're not going to get out there as much, if you find dating difficult. The shy guys are more likely to be widowed or never married; however, they are interested in dating. That's the key.

And the dreamers these are the ones that have big dreams and fantasies and they're not very successful in following them they might be absorbed in their fantasy about the young buxom blonde that they want to date. However, if you meet a dreamer and you connect with them one on one there is certainly lots of room for a loving connection. These men are very willing to give up their fantasies for something real that's right in front of them, if you can connect with them, if you can get them away from their fantasies. So we have some hope here, gals, because of the four types two of them are very, very available.

Now, in the middle of the page, on page four, we have the types of single women over 50. And AARP has categorized them into four types.

The first type is the passionate lovers. These are healthy women, they're likely to be well-off financially, they're also more likely to be romantically involved with someone, already having a lot of sex and don't have any problems dating. So if you're a guy, if you're single chances are these women are already involved with somebody, they are unavailable.

The second type is women ISOs and ISO stands for "in search of." They are seeking partnership, they want to date and they are trying hard to do so. They're likely to be divorced, very active, healthy, and more affluent than the average single woman. Their biggest frustration is not knowing where to meet people, and meeting too few people to date. Most of the women we've heard from in ask conciousdating.com would fall into this category.

The third category is aspiring Cinderella. Like the dreamers, they dream, and I think they might fall into the rescue trap as well, wanting a relationship, wanting some guy to come along and make everything better for them. They're likely to be in fair or poor health and lower than average income. They're not too happy with themselves or their lives, they really would like somebody to take care of them and make them happy. Like the shy guys they may have lost interest in dating, it's more of a wish or fantasy for them but they don't really go out and do much about it.

The fourth category of single women over 50 is the satisfied singles. These are women who are quite fine and happy being single, they are likely to be widowed or retired, living in their own homes. They miss having someone around to do things with, but they're not dating and they're not necessarily looking for a date because they have built a life that they are quite content with. The interesting thing is a lot of them say that they would date if the right person came along.

If you are a single man over 50, or you are a single woman over 50 scoping out the competition get a load of this. The passionate lovers, they're already in a relationship. The ISO's, those are the one that are really working hard, and you may be one of them. The Cinderella's, they're wishing and dreaming and they're in poor health and they're not doing that great, and men tend to stay away from them. Then the satisfied singles are not interested in dating. So, if you want a date, and you're over 50 and you're a woman, he's

really evened out your odds. Look at it this way... Actually, Frankie why don't you talk about the types of daters and non-daters because then it gets even more interesting.

Frankie: OK. Before I do that I want to make a comment about the ISO's because I deal with a lot of wonderful women who say to me "Where do I meet someone?" It's not so much about the where because men are everywhere.

It's about learning how to initiate conversation, learning how to break the ice, learning how to engage a shy man. We're going to talk a little bit about that later on, but I think that's important. Men are everywhere. Just open your eyes, but if you don't say anything, if you don't smile, you've missed an opportunity.

So, let's talk about the types of daters and non-daters. The majority date either exclusively or non-exclusively. As David said before a large proportion, especially older women, take a pass on dating and sex. Seven percent of men and three percent of women report same sex dating partners. Let's take a look at the types of daters.

The first is exclusive daters. Those are people who are dating someone exclusively, or are in a relationship. These people generally find it easier than other singles to find dates, they're more open to dating different types of people and they're more likely to date someone with less money. So, they've created a bigger pond to fish in, they're not limiting themselves, and they're getting results by doing that. Exclusive daters are more open to living with others, perhaps because they've already done so, perhaps as David said before they've already been married a couple of times, they don't want to get married again so cohabitation is what they prefer to do. They're most likely to be engaged in a variety of sexual activities and to be satisfied with the frequency of their sexual activities which is a nice thing. They also are most active in a variety of life activities, so if you look at David's free-attraction venues they're out there, they're living their lives, they're experiencing the things that they want to experience in their lives. It's no wonder that they're being successful.

David, do you want to talk about the next group?

David: OK. The next group is the non-exclusive daters. This is equivalent to our recreational dating in conscious dating where they want to have fun. They're not exclusive; they date more than one person. However this category can be further divided into infrequent and frequent non-exclusive daters. According to the survey the infrequent ones have gone out on fewer than three dates in a year. The frequent non-exclusive daters date three or more persons in a year.

The frequent dater category tends to socialize with friends more often, they tend to have an easier time finding a date, they give more importance to physical attractiveness, and they give more importance to sexual compatibility. What's really interesting is that the non-exclusive daters tend to be men, they tend to have a more active sexual life, they also tend to be open to dating different types of people and to be more aggressive in finding dates.

The infrequent non-exclusive daters, if you think about it, they're non-exclusive in that they're not interested in a relationship. They don't want to be with one person, but they do

want companionship, they do want somebody to talk to, they do want to have fun, they want to find people with who they have common interests and share activities with. But they're not interested in a relationship. I've met a lot of older men like this, they just want to be left alone, they don't want to be isolated, but they want to live their own lives. I've met a lot of women like that as well.

Let's see, what else about non-exclusive daters. Non-exclusive daters tend to be more creative and aggressive in searching for dates, and finding dates. So, if you are on the Internet or you are in singles venues where you see baby boomers or older people you might be frustrated by the fact that some of them are not interested in a relationship, they're not interested in commitment, they just want to have fun. This isn't exclusive to baby boomers this is true for all age groups that there are at least three kinds of dating relationships and the two of them that we consider to be most functional are recreational dating and committed dating. Recreational dating is non-exclusive and you just want to have fun, you are not ready for or wanting a committed relationship. That is a very valid state of being and lifestyle, and there are times in your life when that is very, very appropriate.

Then committed dating is where you want to find your life partner. That is your priority. You are done with fun, you are satiated on fun, you have sowed your wild oats, and you want to settle down with somebody.

These are basically two different interest groups and it doesn't work very well when they find each other and date each other. So don't get discouraged if you find somebody like this, if you are a recreational dater and every woman that you date seems to want to marry you or is looking for exclusivity. And don't get frustrated if you are a woman and every guy that you meet seems to want to jump into bed and is not interested in a commitment. Because for every one that you meet like that, there are plenty like the other, that are interested in commitment or are interested in fun.

Frankie: And David, just to add to that, if you take a look at where that person has come from and by that I mean if they have just exited a long-term marriage it makes perfect sense that they want to date non-exclusively, recreational dates, just have some fun. So just understand that and know where the person is coming from.

David: Oh yeah. So Frankie, how about telling us about interested daters?

Frankie: Yeah, well these are people who have not been dating, but guess what; they are interested in finding a date!

David: "If the right person came along."

Frankie: If the right person came along. But they have, sadly, the dimmest current life outlook. They are more likely to be depressed or have suffered depression in the past. They have a less active lifestyle. Maybe they would even fit into the Dreamer category that we talked about before. They express difficulty in finding dates, and their greatest frustration is being shy as well as meeting too few people. Again, the same thing that we talked about before, it's not knowing where to meet people.

These interested daters, obviously they are dissatisfied, they are most dissatisfied with the infrequency of sexual intercourse, and they have the highest proportion of never-married than any other group. And if you look at the top three changes that they would like to make to help improve their romantic life, it would be weight loss, overcoming the shyness, and improving their financial circumstances. So that is the interested dater.

David: I'm sure there are a lot of people that are on the call that can relate to that. Now, the next category is daters-in-waiting. These are people who have not been dating, they are not interested in dating, but they will date if the right person comes along. They tend to be older than the other groups we're talking about. It is more common among women than among men. It is more common for them to be widowed. They are just disinterested, they kind of like the satisfied singles we talked about earlier, they are content. They are not necessarily happy and ecstatic and tiptoeing through the tulips, but they are not feeling the need to change anything about their lives. But if you ask them, they say that they would date, "If the right person comes along." This is really driving me crazy.

Frankie: David, this is like, they are watching TV and they hope the doorbell will ring. Right?

David: How about the last category, Frankie, the disinterested non-dater?

Frankie: Well these people are the least optimistic about the future. They are also a little bit older, with a median age of 56. Again, this is a group with a larger proportion of widowed women. They have the lowest incomes and the least active lifestyle. A disinterested non-dater might be heard to say something like, "I'm just not interested in dating. My life is great as it is. I have had all the romance and excitement that I can stand!" [Laughs] "And I'm just happy living my life and pursuing my interests." That person may say, "I don't have a problem dating because I don't date! So I don't have a problem." I've had a very beautiful marriage that lasted twenty-some years and after my husband died I'm not interested in anyone else. So that's really the disinterested non-dater.

David Steele: Uh-huh. So, what's very, very interesting to us, as relationship coaches that are very interested in supporting you to be happy and fulfilled and finding the love of your life, is that if you add up the percentages - if you look on page five of the types of daters: Exclusive daters, 31 percent. Non-exclusive daters, 32 percent. Interested daters, 13 percent. Daters-in-waiting, 14 percent. Disinterested non-daters, nine percent.

Now, I'm not great at math. But I did the math here, and my math tells me that 59 percent are available. They want to date. They are available to date. But only 32 percent are doing anything about it. It's like there's this theme that we're catching here that for a lot of older singles, dating is a dream, is a wish, and they're not very proactive about it. So the ones that are proactive about it you have the higher odds. That is what's exciting to me about all this data.

Frankie: It's very exciting.

David: OK.

Frankie: Do you want to talk about how singles over 50 can find love?

David: Absolutely.

Frankie: Are you ready?

David: [laughs] after going through all that data, my head is swimming, but I'm just really, really happy to find that solid information about baby boomer singles. It really, really gives me hope that we know exactly what we're looking at, and it gives us some clarity about what to look for. If you're a woman, look for the shy guys, look for the dreamers, you know? If you're an interested dater and you realize that you are hanging around in wish-land, then get into action and doing something about it and you will increase your odds. If you are dating and you're experiencing frustration and it seems like there are way more single men than women, or women than men, you can always look in different places and date differently. So realize just the fact that you're doing something about it increases your odds tremendously over everyone else. So anyway, I can go on and on about that, but go ahead, Frankie. How can we find love over 50?

Frankie: Well, just to tag onto what you said, it boils down to action. You have to take action. Like any other area of your life, if you don't act, nothing's going to happen. So, how to find love after 50? Well, the first thing that I think needs to happen is take stock of your assets. And when we were pretty much together, we thought, "We're both over 50 and this is really a wonderful time of life." And there are so many advantages to being over 50. And if you're single, some of those advantages include that you have accumulated a lot of years of life experiences.

Which means, you know what? You know something about something. You know something about life, about people and yourself. You've had 50 plus years to figure things out. So that's a great asset. You have wisdom - greater wisdom and grace in dealing with people. You had lots of practice. You may not be the most perfect person in terms of interpersonal skills, but you sure have a lot of years of practice.

The next thing is, the older a person gets; the more likely he or she will become a conscious dater as opposed to being emotionally or sexually driven. And this is really important. This is something that, as individuals, we struggle with when we're much younger, because it's all about the passion; it's all about the sex. And while that still plays a role in relationships, at least now you've got some wisdom and you can temper the chemistry and the chemical reactions. And that's a good thing. You probably also have more freedom now than what you had when you were in your 30s and 40s, and if you have children, probably for most of you they are grown or getting to the stage of being self-reliant, which is a great thing. There is nothing more wonderful than raising a family, but it is lovely when they go. David, I can tell you that from firsthand experience; it is lovely when they go.

Then you can afford, most likely, to pursue your interests, because what we said earlier, the Boomer generation has more disposable income. So you can do the things you love to do.

And this one I love: we're not in college or university, and you don't have to leave a sock on the doorknob to tell your roommate to stay away. You can do whatever you want, which is wonderful; and you don't have to worry, probably, about establishing your

professional self. You are probably at a good point in your career, and you are probably a heck of a lot more interesting now than you were when you were in your 20s.

And this one is really important. I think that most people over 50 have a good idea of what is really important to them. But they also know and I think this is equally significant they also know what is not so important because sometimes when we are younger we get hung up on things that are really not relevant in the greater scheme of things, and we don't realize that or have the wisdom to understand that until we are older. So you are already there.

Lifestyle and health are important to you, and you have got an anti-aging attitude. So that is wonderful. It is about your perspective on life. It is a different perspective than your parents had. And a large part of the Boomer population and there are six million in the US, and that's about a fourth of the US population you have the power to set new standards. You can make changes. You can create a new paradigm about how people think about aging. You can drive the development of new products and services for your age group, which is fabulous.

Then the last two are wonderful as well. You probably look and feel younger than your age. David, how many people have we talked to on our calls where they said, "I don't look my age. I look ten, fifteen years younger."

David: Oh, absolutely. I hadn't noticed it until you pointed it out, but yeah.

Frankie: Almost all of them! Well, that's because it's true. We don't look like we are 50. We don't look like we are 58. We don't look like our parents looked or our grandparents looked. And the average life expectancy is 83 years, so we have maybe another 30 years that we can enjoy life. We are healthier, we are fitter. So there are a lot of great things happening in your life if you are over 50.

David: Well, Frankie, you certainly inspired me. There are a lot of assets for being over 50.

Frankie: Yeah. So, do you want to talk about the Top Three Dating Traps?

David: Right. I looked through all the Fourteen Dating Traps in the "Conscious Dating" book, and I picked out the top three that I identify that us Boomers and older fall into. Of course, the top one is the Scarcity Trap. This is all the thinking that all the good men and women, they have already been taken, or they are dead, or they want younger partners; or there are more single men than single women, or single women than single men I've heard it both ways.

The second most common trap that I see is the Packaging Trap. This is where we are focusing on the packaging of other people, or we are focusing on our own packaging. We think that our body is aging and unattractive, and nobody would want to go out with us, and nobody is going to be attracted to us, and we wouldn't want to take our clothes off with anybody, certainly not with the lights on. We are uncomfortable with our own aging and our own changes in our body. We also focus on other people. I think this is why men would like to have younger women, because they are more visually oriented, they are

more sexually interested, and younger women just look better to them.

But you know what? I think it is because they haven't really experienced a woman their age or an older woman, and they are telling themselves a story. You might know that if you have an attitude or belief, it is self-fulfilling; it is true because you think it is true. What I would like to do is knock them upside the head and let them know that you need an attitude adjustment here; Bud, that older women are foxy and they are sexy, and younger women aren't necessarily where it's at. Different strokes for different folks I'm not going to make you wrong because you're interested in younger women but don't write off older women either.

Frankie: David, can we clone you?

David: Well, I'm trying to. I'm writing articles and books, and recording myself on seminars, and everything else.

So, the third most common dating trap that I identify is the "Fairy Tale Trap." This is where you desire a partner but you are stuck by inertia and the status quo. It just seems easier to live life the way it is rather than to do much about changing it. You also have the mind-set that, "Well, if it's meant to be, it will happen." Or Frankie? "It would be great if the right person comes along."

Frankie: As my mother used to say, and still says, "A man is not going to fall on your head."

David: [laughs] Yeah.

Frankie: He's not. You have to go out and find him. Yes, absolutely. Action, action.

David: If you recognize those dating traps, and you are over 50, and you would like to find your life partner, please be honest with yourself about which one or more than one that you might be falling into, and realize all it takes is an attitude adjustment. All it takes is to change your thinking about it, and during this program we are trying like heck to do that, to help you do that.

Frankie: And that is a perfect segue into the Ten Tips.

The first one is remember why you are a catch. You don't have to pretend to be anything you are not. You are an amazing person, and you have got a lot to offer to a lucky partner. The male or female who gets you as a partner is lucky. So the more authentic you are--I keep harping on this authenticity, but it is so true--you become a magnet that is going to draw the right partner to you.

David: And Frankie, I keep on quoting you, but I keep on forgetting the exact words. In our seminar a few months ago, Ten Steps for Finding Your Life Partner, Ten Steps for Finding Your Soul mate, you said something. You said, "Your soul mate is looking for somebody exactly like you." Is that what you said?

Frankie: Yes, exactly. So the more you are authentic, the more you shine as you, the faster that person is going to find you, because he or she is looking for you, exactly you, just as you are. You don't have to pretend to be anything you're not.

David: Right.

Frankie: Doesn't that make it easy?

David: Yeah. Now, Number Two of our Top Ten Tips for Finding a Partner Over 50 is: get the word out. Tell people that you know that you are interested and that you are looking. Don't assume that they know. And even if they do know, they need to be reminded every now and then. Now most people, even in today's society with the Internet and online personals, most people still meet their soul mate through somebody they know. This is the most effective and the best thing you can do for yourself, is to lean on your friends and your family, lean on the people that know you, love you, care about you, and get their support in meeting somebody that is good for you to meet. Don't be shy about asking them. This is the best way to go.

Frankie: Not only don't be shy, tell them exactly what you are looking for.

David: Oh, yeah.

Frankie: Right?

David: That too.

Frankie: The third one is: know where to mingle. I say, be aware and be everywhere. So you have to assess your interests and values. David, your Four Levels of Attraction Venues are wonderful. I recommend that singles be everywhere. Look for your partner in a grocery store. I tell my classes, I walk into a grocery store--even though I am a married woman, I do this research on behalf of my students--I walk into a grocery store and I cast my eyes about for single men. I approach them, and I chat them up, and I smile at them and engage them. If I can do it, you can do it; and I don't have an ulterior motive, I'm not looking for a date.

So really think outside the box. Try something different. If it is joining a dating service or a singles group, if it is joining a club or some sort of activity, even going to places that you normally frequent, at different times because you have different crowds. If it is a coffee shop you go to ever Saturday morning, try it on a Wednesday evening. Just change it up a bit. It is more about expanding your pond where you can fish in.

David: Yeah. There is one thing I want to say about that, in that I have heard a lot of singles tell me that, well, you know, they go to singles events and there is nobody there attracted to them. I have been to singles events, giving talks and doing book signings, and it's like everybody is scoping each other out and they are looking for this chemical hit, this strong attraction. What I would much rather see is people interested in just connecting, in real relationships.

Make friends, have fun, because most people do find their soul mate through somebody they know. What's wrong with making some friends? Maybe you're going to meet some

great person who knows somebody that's perfect for you to meet. So don't be discouraged if you go to singles events and you are not attracted to anybody there, or they all seem too old--I've heard that before, too. It just tells me that this person is falling into the Packaging Trap. They are looking on the outside of all these people, they are not looking on the inside; they are not interested in connection as a real person.

Frankie: Yeah, and you know what often helps, is if you go to a singles event with a different purpose. So maybe you are an author, maybe you are doing some research, but you are also single. So that is a great icebreaker, is to talk to people and say, "I'm writing this article" or "I'm doing this" or "I have this small business, and I am interested in blah, blah, blah." All of a sudden you don't feel so stilted and so confined by the motives of trying to find a partner and it makes it much easier. You become more natural and more authentic.

David: Make it a networking opportunity. Make it an opportunity just to meet interesting people and friends.

Frankie: Yup.

David: So Tip Number Four is: be clear about what you want in a relationship. If you have read "Conscious Dating" and you have heard us talk before, you know that this is what we consider to be ultimately important. Be clear about your requirements. Don't be afraid to have them, don't fall into the scarcity trap that, "Oh my, if I say no to people then I'll be alone for the rest of my life." Remember that the person that is perfect for you is looking for somebody just like you, and your requirements will be met. Be clear about what they have, use them as your scouting, sorting and screening and testing tools, and realize that a relationship is not going to work without them. Have the attitude of "Be The Chooser" and choose wisely. We'll talk about the Law of Attraction later, but this is what helps the Law of Attraction help you. If you settle for less you are going to get less.

Frankie: Yeah, that's very true. The fifth one is: smile, speak up, and be friendly. This is particularly important when you are dealing with shy guys and ISO gals, because they probably won't make the first move. So something as simple as a smile and initiating conversation when you are standing beside someone. It doesn't have to be terrific, earth-shattering conversation; just friendly, open, pleasant conversation. Just let who you are shine through and who knows what will happen?

David: Frankie, I am going to ruffle a lot of feathers right now by sharing a passage, a quote, from the "Conscious Dating" book that I call the most controversial statement in the entire book. It goes like this: "You don't get what you want, what you need, or what you expect. You usually get what you deserve. And if you are not engaging people, you are not friendly, you are not smiling, you are not initiating contact, then you are probably going to be dateless and you are probably getting what you deserve." So I am sorry if that upsets you when I say it. If it upset you, it probably means that it rings true for you, it is something for you to look at.

Frankie: Very true, David.

David: So Tip Number Six is: dress for success. Many singles in their 50s, they often feel like they are stuck between dressing too old or too young for their age. If you are

wondering, go ahead and dress the way that is more youthful, and makes you more attractive, and makes a difference in your appearance and your confidence level. What happens sometimes with older people is, you don't go shopping very often. You go shopping less and less and less, and so the clothes you have get older and older and older. So, along the lines of "dress for success" is: go shopping every now and then, update your wardrobe. Care about your appearance.

Now, this isn't the same as the Packaging Trap. It is not about focusing on appearance; it is about caring about your appearance, because what is inside shows up on the outside. So if you are wearing the same jeans that you have been wearing for 20 years, or the same sport jacket, or the same dress, or the same worn-out shoes that you wore when you were working and now you are retired. And you are not updating your life; you are not updating your wardrobe; what is inside shows up on the outside. You are basically in a rut. You are basically just living through momentum and inertia. So dress for success. Frankie?

Frankie: I have met so many women in their 50s who have really beautiful women, they have terrific figures, but they wear these baggy tops, these long skirts down to their ankles, and it is not flattering. So if you have got the body, use it.

So let's go into Number Seven, is: keep your date conversations positive. Nobody wants to hear about all the bad things that happened in your life, and all the misfires of your relationships; so keep your conversations really positive. Don't reveal too much too soon--a little mystery goes a long way. Just enjoy learning about the person you are talking to. And conversation is a two-way street, so that means someone speaks, they stop, and the other person speaks. So that is how it works. Often people on dates have, some have a tendency to just talk, talk, talk, talk and not let the other person get a word in edgewise. So, David?

David: I was just thinking along the lines of keeping your conversations positive. Don't talk about your health problems, for crying out loud!

Frankie: Oh, yeah. Well, the list is long. Just keep it positive.

David: Yeah, the older you get, the more health problems you've got, the more they occupy your time and your energy, and the more you talk about them, but it just becomes a trap.

So Number Eight is: learn to listen and be flexible. If you are getting older, and you are getting a little more set in your ways, and you are a little rusty about dating, it is comforting to do what is familiar to you; but that might not be what is most effective. So in dating and connecting with people, if you are rusty at it if you were an engineer and worked in a cubicle for 20 years, and then you retired, and then your wife died, and this is all new and awkward for you the best thing, the best advice we can give you right now, is to learn to listen.

Many people handle their discomfort by talking, but the best way for you to handle your discomfort is to ask questions and listen. You will be a much more effective

conversationalist, you will learn a lot more, and you will connect with people a lot more than if you handle your discomfort by talking.

Frankie: Thank you, yeah. Well, Number Nine is: handing out your business card. I think that is one of the best ways of leaving a door open when you've just met someone. And it's really nice because you may not be sure that they're interested but it's just that little wedge in the door that says "hey, here's my information if you want to contact me, I'm available and here's how you do it."

If you don't prefer to provide a card that has your business information on, it's really cheap to get cards printed up that look very professional, just maybe has your first name and an email address printed on it. It can be a Hotmail account or a Yahoo account, that type of thing, really anonymous. It works.

David: And for those of you that say "I'm not in business, I don't need a business card anymore", guess what? Business cards are cheap. Go to VistaPrint.com and you can get some for free, and what you are doing is you are preparing for dating, you're preparing for meeting people. You want to be a successful single, you want to get out there and have an enjoyable life with other people in the world, and you will meet new people.

Wouldn't it be nice to have a card that you can give them instead of looking for a napkin or to rip off a piece of the paper? The law of attraction will help you when you anticipate that you want to meet people, you set your intention to meet people, and you have your cards all ready to go to meet people. So, we don't need to call it a business card, we can call it a personal card.

It is something that you give to other people that lets them know that you're available, here's your contact information, you want to make a connection, you would like to be friends, you're open to new relationships.

Frankie: And the beauty of that too, David, is that rejection doesn't enter into it, because you can give out a lot of cards to people and the ones who are interested will call you or contact you, and the one's who aren't... that's good, who cares?

David: Right. So the tenth secret, the final secret, or tip, for finding love after 50 is to use your secret weapon. And what is your secret weapon? It's the law of attraction. It's the very simple but powerful and profound law of the universe that like attracts like. You can not get away from it. So, if you don't like the way that your life is right now, and you want to change it, then step into that new life that you want, do something about it, if you build it they will come. Now, if you go back over the day that we shared with you in this program thanks to AARP we know now that while 59 percent of singles over 50 are available only 32 percent are doing anything about it, and those are the ones that the Law of Attraction is going to help. So, the odds might be daunting to the uninformed, but now you are informed, and you know that like attracts like, and if you build it they will come, and there are a lot of available singles over 50. But the ones that are doing something about it are the ones that are going to be successful and find their soul mates.

Frankie: Very True.

Myra: This is Myra. Earlier Frankie you had mentioned learning how to initiate conversation, and in the study guide it talked about open-ended questions. Can you help? I'm kind of shy and have difficult with that.

Frankie: OK, let me give you a couple of examples. I'm going to use the grocery store because that's Level One, just out and about.

Let's say you're in a grocery store and you see a man who is standing by the cantaloupes, you could go over to him and if he looks perplexed you could say, "Are you having problems picking a cantaloupe? Do you want me to tell you how I pick them?" And you can pick one up and you can show him that you have to press the end and maybe smell the cantaloupe, that type of thing.

Or, if you see a man who seems to know what he's doing, selecting cantaloupes, you could go over and say "You seem to know what you're doing. Can you tell me how do I pick a ripe cantaloupe?" It's that type of really innocuous banter that you can have with someone.

You could be standing in line at the checkout and you might notice that the man in front of you has pasta and mozzarella and tomato sauce, so you could say, "Looks like you're a chef. Are you making lasagna?" And if he turns around and smiles at you, you can continue the conversation. You could say, "Do you give cooking lessons to single women?" That type of thing. It's just flirtatious, light, there's no expectancy in terms of where it's going to go. It's just having fun, and letting the delightful person that you are shine through.

Does that help you, Myra?

Myra: It does somewhat.

David: Also, in the "Conscious Dating" book we have two tools for you in terms of initiating contact, one is the power introduction, and the other is using the Rule of Three, so you can look those up in the "Conscious Dating" book.

Myra: Can you talk a little bit about open-ended questions?

Frankie: You might say to someone rather than, "Nice day, isn't it?" What's a person going to say, Yes or No.

David: [laugh]

Myra: True.

Frankie: That's a closed question. But if you said, "That was a really horrendous rainstorm coming into the store. Did you get caught in it? I did." Start to initiate that type of conversation that is back and forth.

David: The thing is, if you are interested in people, even if you're not then you can pretend you are. If you get in touch with your curiosity. Hmmm, I wonder where this guy got that tie, that's a really interesting tie. If you're in touch with your curiosity and you

want to strike up a conversation and you find something to be curious about then go ahead and ask. What a fascinating moustache, how did you decide to shape it that way? Whatever is curious to you, and then it'll be authentic. You're not just making up something phony just to have small talk like "Hey nice weather we're having isn't it?" Go ahead and follow your curiosity about the person you're attracted to that you'd like to initiate contact with.

Myra: Yeah, that helps, that I can work on.

David: Write it down, right now.

Myra: I did.

David: Thank you Myra.

Myra: Thank you very much.

Caller 2: I don't have any problems initiating conversation but how do move to that next step of handing over your information on how somebody's going to get in touch with you again. I don't understand how you go from A to C and what's in between.

David: Well, how about the personal or business card idea. It's very safe to just give somebody your card and say, "I'd love to hear from you. Here's my card." They don't have to say yes or no or decide on the spot.

Frankie: You know what I like, David, is your Rule of Three. You can do that especially in a grocery store. That's one of my favorite spots. You could see someone at the cantaloupe counter, disengage, walk down an aisle, see the person again, you could actually choreograph it so you're watching where the persons going, and you can accidentally bump into the again, initiate some more conversation like, "Oh, good to see you again." Scoot into the next aisle, accidentally meet them again, third time's the charm and say "You know what, this seems to be destiny, here's my card I'd love to have a coffee with you or chat with you, if you're interested, and available..."

David: [laugh] Frankie you are so sly, this seems to destiny, yeah right.

Frankie: Interested, here's the key, if you are interested and available. If the person takes your card and just throws it in the garbage that's fine you'll never hear from them and you'll never know. But, what if they call you, you never know.

David: Is that helpful?

Caller 2: I guess it is. I think I must have a little bit of a mind block for going from one step to the next.

Frankie: Just try not to be attached to the outcome, I think that's where people get hung up, they're so worried about what's going to happen. You may never see that person again and it's really important to practice. Practice, practice, practice. The more you do it the easier it becomes until you're just handing out cards left and right. [Laughs] And you're getting a whole bunch of contacts.

Caller 2: Do you suggest that it's just the name in an email or do you include a phone number or does it matter?

Frankie: Definitely not your home phone number. If you have a cell phone that can't be traced in terms of address that's what I would recommend.

David: Also you can have a voice mail number that is not your home phone number. One thing I'd recommend is just to flip through the "Conscious Dating" book and review the Rule of Three. It's very simple, it's step by step just do what it says. Like Frankie says, practice it. When you're anxious and you're nervous and you're uncomfortable it helps to have some structure. That's why it's in there, it's giving you structure: don't think, just do this and then this and then that.

Judy: Hello, this is Judy and I'm listening in. I'm a relationship coach. It just occurred to me that Myra asked a question and had a concern about being able to just walk up to somebody and start talking to them. A thousand years ago when I was a single person somehow it got to me that, in truth, most men were more afraid of starting up a conversation than I was.

David: Yeah.

Judy: I'm imagining that maybe 50 percent of the population of men is going to be either the shy or the dreamers and the swashbucklers and the Romeos probably won't care anyway but they'll be friendly. But the shy and the dreamers would probably totally appreciate me saying something rather benign.

David: Absolutely.

Frankie: Judy, they'd love you.

David: Absolutely, right on. You nailed it.

Judy: So good luck Myra. Go for it!

Frankie: Thank you Judy.

Caller 2: I was trying to figure out what type of date I was and whether it is the best for me. How do I figure that?

David: Well I would suggest you go through the study guide and see what resonates for you where you have been and where you want to be. Because where you are or have been might not be where you want to be. That's the wonderful thing about this information. Really I stumbled on it researching for this program. I'm so glad I found it; it really puts it into wonderful perspective and you get to choose. You're not stuck with where you are. You get to have the life you want and you get to be how you want. Pick the one that you want to be.

Caller 2: I would say I'm a non-exclusive dater. How do I get to be an exclusive dater?

David: A logical question. It speaks to the difference between recreational dating and committed dating. If you've been a non-exclusive dater simply because you haven't found

somebody that you really want to settle down with but what you really want is somebody to settle down with then practice committed dating. Committed dating is using the four steps of conscious dating of scouting, sorting, screening and testing. You're not getting involved with anybody that doesn't align with what you're looking for not even for two dates. The key to committed dating is staying available so that you can find the one you're looking for. Non-exclusive daters don't want to be alone; they want to go out on dates. They want to have fun.

Caller 2: Maybe I'm not ready for it yet.

David: Only you can decide if you're ready or not. First you have to decide what you want. Are you a non-exclusive dater because that's what you want or do you really want to settle down with one person? Start with what you want and then look at whether or not you're ready for it. You can take the relationship readiness quiz to help you decide whether or not you're ready for it.

Caller 2: OK.

David: To find the relationship readiness quiz go to www.readinessquiz.com. I made it easy for you. That will help you look at the areas of readiness that you feel ready, or maybe you're not ready. But start with what you want. Do you want to play the field and date different people, do you not want to be with one person or do you want to be with one person. If you do you have to be available to find the right person, which means you're going to practice scouting, sorting, screening and testing; you're not going to be just dating anybody who will have you. Does that make sense?

Frankie: Yeah.

David: Hi, Jane.

Jane: Hi. It is really hard, after being married so long, to get back into the dating game, and I never liked it in the first place. You are forced into this sometimes. What are good places to...? I'm trying to find ways to expand my social circle just to meet more people. My work environment and my friends are all women, and I just want to be in a place where I can mingle with men and women. I live in a sort of small city, so many people know me and know my soon-to-be ex, and I just feel shy about the whole process because so many people know us, and I will probably live here until I die. So it's hard to do this, to get back into this. I don't even know exactly what I'm asking. Good places to meet people, good organizations, and just some suggestions in that vein.

David: Well one thing that I'm hearing is, your "soon-to-be ex," meaning that you are recently out of relationship. Is that correct?

Jane: Yes.

David: Yeah, so you are not ready to just jump into your next relationship...

Jane: No, but...

David:...but you do want to get out there.

Jane: I just want to because of sort of a sad situation, and I'm forced into this you know, when your spouse has an affair and leaves you. So I just need to widen my social circle. I'm not ready for dating yet, but I am ready to meet new people and make new friends, because you lose some when you have a divorce.

David: Right, so in the "Conscious Dating" book, we talk about the Four Attraction Venues. These venues can be used for finding friends as well as dating. We even try to advise singles to relax about the dating thing, because they get so attached to finding a partner that they end up following what we call the Lone Ranger Trap "Is this the one? No. Is this the one? No. Is this the one? No." And in the meantime they are alone, because they are so focused on finding a partner. We try to get them to relax and, hey, focus on making friends. Focus on building your support community. Because given that most people find their soul mates through somebody they already know, then focus on the friends and family and network you already have, and build a network that will support you to have the life and find the life partner that you really want.

So this is where you are in your life right now: focus on your friends, and make new friends, and build your community so that your social and emotional needs are met while you are single. Dating will come, and finding somebody that you are attracted to will come, but for now you just want to get out there and have fun and make some friends, and do some things that you enjoy, in places you enjoy, with people you enjoy.

So the attraction venues are one paradigm for planning how to approach that. So I want you to focus on Level Three and Level Four venues.

Jane: Yeah. Talking to somebody in the grocery store probably wouldn't work for me.

David: Nah, that's a Level One venue. You do it if you are extroverted. You need some practice. But really, to make friends, the Level Three and Level Four venues clubs, organizations, groups, classes.

Jane: Yeah, that's what I'm thinking of.

David: Yeah. This is exactly what you need right now. Go ahead and have fun, and make new friends, and create the life that you really want. Get your social and emotional needs met while you are single. You have quite an opportunity here. You get to move on from a past that didn't work for you to create your life the way you really want it.

Frankie: Mm-hmm. And Jane, it is also a wonderful opportunity to reconnect with yourself, and to reassess what is important to you, what you want your future to look like. It is a perfect time for that.

Jane: I'm finding that out, a lot. I am starting to feel like myself again, when you feel like you've been oppressed for a long time.

Frankie: Yeah, that's great.

Jane: I'm getting happier every day, which is a good thing.

Frankie: Good. It's good to hear that.

David: Congratulations.

Jane: Thank you.

Frankie: So, I just want to thank everyone for participating. We really appreciate your comments and your questions, and your attendance. So thank you, and have a wonderful evening.

David: Thanks for joining us, and we will see you next month for Conscious Internet Dating: finding love on your computer.

➤ We look forward to seeing you at our next free Conscious Dating Tele-seminar. More info- <http://www.consciousdatingseminars.com>

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Until next time!

David Steele and Frankie Doiron

