

## *Abrasive vs. Persuasive*

Abrasive shoves away  
and alienates;  
persuasive invites  
and conciliates.

Abrasive  
pours vinegar that  
sours the conversation;  
persuasive  
sprinkles sugar that  
sweetens the encounter.

Where persuasive  
is the proper  
demeanor,  
abrasive  
is inappropriately  
demeaning.

Abrasive may give  
short-term satisfaction,  
but leads to  
irreparable destruction.  
Persuasive takes longer,  
but the effects  
are more beneficial.

You may postpone  
a meeting by acting  
evasive;  
but once engaged,  
use the power  
of being  
persuasive  
and avoid the trap  
of appearing  
abrasive.

