



Love Starts With a Choice: Lessons From Gary Chapman [Ep. 15]

Transcript

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(...)

on a scale of zero to 10, how much love do you feel coming from me?

And whatever they say, if it's anything less than 10, (...) you say, "Well, what could I do this week that would be most meaningful to you?"(...) And sometimes it won't be their primary language. There are circumstances that are going on in their lives that one of the others would be more important.

It's a way of staying, keeping it on the front burner and staying tuned into each other.

(...)

Welcome back to GDS Unplugged where we explore ideas, people and practices to help you grow your life and relationships. I'm your host, Glen Smith. Today I'm honored to sit down with Dr. Gary Chapman, the best-selling author of the Five Love Languages.

His book has sold over 20 million copies worldwide and been translated into dozens of languages and transformed the life of millions around the world.

Beyond being a writer, Dr. Gary Chapman has decades of experience as a counselor, pastor, and teacher helping people strengthen their marriages, families, and friendships. (...)

Whether you're new to the concept of the Five Love Languages or you've been using it for years, I think you'll walk away with practical tools to better understand yourself and the people you care about most. (...) Dr. Gary Chapman, it's a privilege to have you here and I'm really excited about today's conversation. Well, thank you, it's great to be with you.

for those that have not heard of the five love languages, can you break it down of how it came to be?

(...)

Yeah, I grew out of my counseling. (...) I realized that what made one person feel loved did not make another person feel loved. My wife would say to me in the counseling office,

(...)

I just don't feel any love coming from him. And he would say, I don't understand that. I do this and this and this and this and this. Why would she not feel loved? And I knew he was sincere. In his mind, he was loving her. It wasn't connected emotionally. So eventually what I did was sit down and read several years of notes that I made when I was counseling, (...) and asked myself the question. (...) When someone said, I feel like my spouse doesn't love me,

(...)

what did they want? What were they complaining about? And their answers fell into five categories. And I later call them the five love languages. I started using that in my counseling. If you want her to feel loved, you've got to learn to express love in her language.(...) If you want him to feel loved, you've got to learn to speak his language.

(...)

And I would help couples discover their language, challenge them to go home and try it.(...) And sometimes they'd come back the next session and say, Gary, this is changing the whole climate. So then I started teaching it in small groups.(...) And probably five years later, I thought if I could put this concept in a book, maybe I could help a lot of couples. I would never have time to see my office. Little did I know, as you see, it would sell over 20 million copies.(...) But the five love languages are, and these are in no particular order.(...) One is words of affirmation.

(...)

You know, you look nice in that outfit. I really appreciate what you did. Just words that affirmed the other person.(...) One is acts of service, doing something to show your love. In a marriage, it's such things as cooking meals, washing dishes, washing the car, walking the dog, changing

the baby's diaper, anything.(...) And then gifts, it's universal to give gifts as an expression of love. And they don't have to be expensive. We've always said it's the thought that counts.

(...)

And then there's quality time, giving the person your undivided attention, just like you and I are doing right now.(...) And then number five is physical touch, affirming physical touches. And for some people, this is their language.(...) So when couples understand the concept, and if they're willing to take the quiz(...) and learn each other's love language, they now know how to express love in a way that's meaningful to the other person.(...) And you can have multiple or primary and secondary love languages too, right? Yes, number one and number two may be very, very close. And sometimes people say they came out even to me in the quiz and I say, okay, you're bilingual. Okay, either one of those is going to speak deeply to you.

(...)

So yeah, and it does mean that the others are unimportant. I mean, we're not going to turn away any one of these. They're all fine. But if we don't receive love in our primary language, we will not feel loved, even though they may be speaking some of the other languages.

I remember a 13 year old young boy had run away from home. He ended up in my office. In the context of our talk, he said,(...) "My parents don't love me." "They love my brother, but they don't love me." I knew his parents. I knew they loved him. The problem is they had never discovered his primary language and they weren't speaking it. So he didn't feel loved. So it applies in all human relationships, not just in marriage, though the original book was written to those who are married. Yeah, and I know you've had secondary books since then, how this can apply to business and other factors out there. So it's becoming even more widespread because of the other applications it can have. Yeah, and the reason for the other books that I've written is applying it to the children, to teenagers,

Single adults, how it relates to their parents, their siblings, their roommates, their dating partners.

(...)

A special military edition. I speak on a lot of military bases on how you can speak these languages when you're deployed. And they gave us ideas, because they've been using the original book for years in the military. And we got great ideas on that.

Can you please share the story that you shared with me earlier about the physical touch, how somebody was able to share a physical touch with somebody who was deployed? I thought that was pretty powerful. Yeah, you would think it'd be impossible if they're half a world away. But one lady said, "I knew his love language was physical touch.(...) So while he was deployed, I traced my hand on a sheet of paper and mailed it to him with a note that said, put your hand on

my hand. I want to hold your hand." That's powerful. He came back later. He said, "Gary, every time I put my hand on that paper, I felt her."

(...)

And then there was a gentleman who said, "Well, her love language was physical touch. So before I left, I said to her,

(...)

I'm going to leave this jean jacket here. Anytime you need a hug, you put it on and I'll hug you." She said, "Gary, every time I put it on, I felt his arms around me." So yeah, I'm really excited about that book.

(...)

And so, if somebody's applying these love languages, right? Let's say somebody totally buys into the concept, but their spouse is not really buying into it.

(...)

What advice would you give them? I'd say love can start with one person.

(...)

So, if they don't, they're not interested in reading the book, they don't want to talk about it,

(...)

you determine their love language. And there's some informal ways you can do that. How do they typically express love or appreciation to other people? If you hear them always giving compliments, that's probably their language. What do they complain about most often? That also reveals the language. And what do they request of you most often? So, you determine their love language, and you start speaking their love language. (...) They're going to see a difference

(...)

and they're going to begin to feel your love. (...) Love stimulates love. So, they start feeling your love and they're likely going to say to you a few weeks down the road, "What's going on with you?"

(...)

What do you mean? Well, you've been loving me more than usual." And you say, "Well, I've read this book." And you explain to them, you know. And now they might be willing to think, "Oh, well, maybe I ought to look at that."

(...)

Don't wait, don't wait until they're willing. You take the initiative to love them in their love language.

people have misaligned love languages, right? I mean, I'm assuming that's pretty common for it to be maybe words of affirmation for one person, quality time to another.

(...)

How does one kind of come to an appreciation of what the other person's love language, meaning they've already figured it out, but maybe it's hard for them to give that love language. Well, in a marriage, almost never does a husband and wife have the same love language. It does happen, but even if they have the same language, they'll likely have different dialects of that language.(...) I remember a lady who said, we both have the same language, acts of service.(...) And she said, but the things I want him to do for me around the house that make me feel loved are different from the things he wants me to do to make him feel loved. Same language, it's different dialects. Now, if your spouse's primary love language is number five for you,

(...)

you're going to have a learning curve. Or if you never received that love language growing up, you'll have a learning curve. I remember the man who said to me, he said, Dr. Chapman, we read the book, we took the quiz. (...) My wife's love language is words of affirmation.

(...)

I'm going to be honest with you, I don't know how to do that. I never received any positive words growing up. All I was ever told was, I'm never going to amount to anything and I'm lazy. (...) And I don't know how to say positive words. And I said to him, well, you are where you are. We can't change our history. (...) I said, but here's the good news. You can learn to speak this language. Now that you know that that's what makes her feel loved, you can learn to speak it. I said, for example, can you tell me three things your wife is good at?

(...)

So, he thought, he said, well, (...) she's a good cook and she's a good school teacher and she's a good mother. I wrote those three words down. Out beside of them, I wrote three sentences, like on the cooking, something like, honey, I haven't told you this, but I really appreciate all the

meals you fix. You're a wonderful cook. There's three sentences on each one. I said, now go home twice a day, get in a room by yourself and read these out loud so you hear yourself saying these things. And when you come back next week, I hope you can say them to me without looking at your notes.

(...)

He said, oh, okay, I'll try.

(...)

Well, he came back and he said them to me. I said, okay, now here's your assignment. For the next three weeks, each week, I want you to give her one of these. I don't care what order, I don't care what day of the week or what time of day, but you give her one every week. I said, now the first time you give it to her, you may want to say it when she's looking in another direction, because looking in her eyes just may blow your mind, okay?

(...)

Well, he came back after three weeks and he had done it. I said, how'd your wife respond? He said, well, on the third week, she said to me, what's going on with you? I've never heard you give me so many compliments. I said, what'd you say? He said, I told her, well, honey, you know, we read that book and we took that quiz and your language is words of affirmation and I'm just trying to learn how to put my love into words because I do love you. I said, man, that's a great answer.

(...)

It's funny, I've read this book initially,

(...)

couple decades ago, my parents had it on the bookshelf and then in preparation for today's conversation, I listened to it on the audio and it's funny(...) hearing your voice explain some of these concepts and I've tried to give it a new life, if you will, my own marriage of trying to do the love languages. I have learned what not to do and that is to do the dishes and say, hey, (...) kids and Gisella, my wife, I'm performing an active service here for you.

(...)

They laugh but I definitely have gotten a little bit more subtle of how do I show my love, right? It's up to the receiver to receive it.

When you wrote the book initially, you came up with the five love languages. Was it initially maybe eight love languages, nine, 10, or did you immediately just come up with five only? Were there some that were maybe on the cusp of coming? It was basically just five love languages. Now since then, people have suggested other things to me. One guy said, "Doc, the sixth love language, is chocolate."

(...)

I said, "Well, if you bought it, it's a gift. If you made it, it's an active service." So, I've heard a lot of suggestions, but in my mind, I wasn't dogmatic when I wrote the book. I'm still not dogmatic, but so far, I haven't heard one that doesn't really fit as a dialect within one of these languages.(...) There's many different ways to speak words of affirmation, be encouraging words, affirming words, and so forth.(...) And many, many different gifts, many different acts of service, that sort of thing. But in fact, I noticed on an Amazon box the other day, it said, "Our love language is on-time delivery."

(...)

I like that. I like that. This should send you royalty right there. And I would say that's an active service. That's an active service to people.

(...)

Very true.

(...)

With everything going on, with how people date now with online apps or what not, and with AI, do you foresee this change in anything in terms of love language or how people interact with each other? (...) Well, I think technology can be a help. For example, sending text messages to each other throughout the day, just short little text messages, it's a wonderful thing.

(...)

Or being able to come, in fact, we have an app, a love language app, you can say.

(...)

"My love tank is empty, honey." "My love tank's down to 500." It's just kind of a fun way that couples can interact with each other. So I think technology can be an advantage. I do think that technology, however, is having an impact on how we relate to people. (...) For example, I just got off a plane not long ago.

(...)

Used to, (...) on a plane, you'd sit down beside somebody, you'd start talking to them. Sure. And you'd find out who they were and all that kind of, people don't talk anymore. Just on their phone. They just sit down and everybody takes out their phone.

(...)

So, in a sense, it can isolate us and has isolated us, I think more from personal relationships. And that's why I think we have to be careful about that and we have technology.

(...)

A man said to me the other day, he said, (...) "My wife and I were watching a TV program together." And he said, "And then as soon as the ads came on, "we'd cut it off and each of us would get our phone."

(...)

And he said, "I realize, honey, we're not having any quality time here. (...) We're watching and then we're going to..." (...) So we have to be careful. Just because you're together doesn't mean it's quality time. Yeah, that's right, that's right. Because quality time, you given that person your undivided attention.

(...)

I know you said you would not have changed five love languages. You hit it correctly the first time. What has changed in the industry? I know you do a lot of marriage counseling. Societies changed a lot in the last four decades. (...) Have marriages changed or how you give advice or the problems you see in marriages 40 years ago versus today, how has it changed or not changed perhaps? You know, I think the fundamental need for love has always been true and will always be true. (...) That's why I think this book went to other cultures, which really surprised me because one of my academic backgrounds was cultural anthropology. I did an undergrad and a master's degree studying cultures and how they're organized. I was shocked really when the first publisher came, it was Spanish and they asked to get permission to publish it. I said to my publisher, I don't know if this works in Spanish culture. I discovered this in the middle of America. They said, well, they read the book and they want to publish it. I said, okay. And it became their bestseller. And now it's gone on up to over 50 languages, (...) which now seems to me to say, these are fundamental ways of expressing love in every culture because we're all humans. Now, obviously they can be different dialects of all of these in different cultures, of course, but I think it's fundamentally, but in terms of other things, I think communication today,

(...)

communication has always been the heart of marriage.

(...)

I mean, you can't share life if you're not listening and talking to each other because I don't know what's in your mind. You don't know what's in my mind. You don't know what I'm struggling with.(...) We have to communicate. And I think we're so busy with things today and we turn to our phones and I've had wives say to me, he's still doing games on TV. He's a 30 year old man. He acts like he's a teenager. We don't ever have any time together. So I think technology can pull us apart. We can get obsessed with certain forms of technology(...) and it can pull us apart and not, we not have that connection because marriage has to do with the emotional connection(...) and also a sense of security. We're there for each other. And that's the very heart of what marriage is all about. Two people sharing life together in a deep way, intellectually, emotionally, socially, physically.

I think technology is having an impact on relationships. It seems like, you know, communication is always important and you always want to do it, but in my mind with the way technology shifted, (...) it's even more,

(...)

it's more special, if you will, because the world's evolved so much that you even less frequently have that communication. I mean, pretty soon when you call 1-800 number instead of calling India, wherever it's going to be a robot, right? So, I think people crave for that relationship, even in our industry. I think the reason a lot of people use financial advisors is they want that relationship to a certain extent. They want to know that they're being heard, and they're having something that's custom built for them, and they're not treated like a number.

(...)

I think you're exactly right. And I think in the business world, this is important. If people feel appreciated and feel like they're treated as a person and not just a number, they're gonna relate to that person. I mean, my financial advisor back in North Carolina, I mean, he's like my brother. I mean, we've gotten to know each other through the years. We share things with each other in addition to finances. (...) And I think that's what life was intended to be, relating to people, friendships in business world and the educational world or whatever, relating to each other as persons,

(...)

not just numbers and not just robots. (...) When I talked to successful business owners that have either sold a business or continued in that line of work for many, many decades, the thing that I ask them sticks out. It's not a dollar amount they sold a business. It's the relationships that they had while they built that enterprise is at the end of the day, what they find most rewarding. Yeah, that's exactly right. And if people don't feel appreciated in the workplace, many times

they're going to leave and go somewhere else. It's not because they're going for more money. That's what we normally think. But many times, they're saying, I'm leaving because nobody here seems to appreciate me.

(...)

So, Dr. Chapman, I have two kids. One's a sophomore at UT Austin. One's a senior in high school.

(...)

Let me get some free counseling here, free advice.

(...)

How do I get to know their love language and is that going to change as they go through adolescence to become young men and women?

(...)

So, kind of two parts. How do I get to know their language? Is it going to change? And how can I do my best as a father? Yeah.

Well, I think in terms of getting to know their love language, you can discover a child's love language by the time they're four years old by simply observing their behavior. (...) How do they relate to you and other people? My son's love language is physical touch. When he was four years old, when I would come home from work, he had run to the door, grabbed my legs and climb all over me. He's touching me because he wants to be touched. My daughter never did that. At that age, she would say, "Daddy, come into my room. "I want to show you something." She wanted quality time. She wanted my undivided attention. So, observing their behavior. Also, what do they request of you most often?

(...)

For example, my daughter's most common request as a teenager was, "Dad, can we take a walk after dinner?"

(...)

She's asking me for quality time. And then what do they complain about? I had a mother say to me the other day, she said, "My six-year-old son said to me, "we don't ever go to the park anymore "since the baby came."

(...)

His quality time. He used to have his mother's undivided attention. Now the baby's here. He's complaining. You put those three things together, you can pretty well figure out a child's love language at any age. Now, I do think, and I've often been asked this, does the love language change when you get to be teenagers?

(...)

And I've said to them, because they say, "Well, we read your book "on the five love language of children. "It was really wonderful, but now they're a teenager. "It doesn't seem to be working."

(...)

I don't think the love language changes, but you have to learn new dialects of that language because what you've been doing seems childish.

(...)

Words of affirmation, you got to give more adult words now rather than you sweet little thing, I really love you.

(...)

Physical touch, for example, when they were eight years old and they were playing sports, you could go out there on the field and hug them on the field. Don't do that to a teenager. They're going to push you, "Oh, get away, get away." You have to do it in private. So you have to adapt to different dialects of that language when they get to be teenagers.

(...)

Now, people have asked me also in adulthood,

(...)

do you keep the same love language your whole lifetime? (...) Well, I think there is a sense in which we tend to do that, like many personality traits. (...) But having said that,

I think there's seasons of life and circumstances(...) where another love language may jump to the top. For example, a wife who has two preschool children acts of service may not be her language, but during those years, it's probably going to jump to the top because she's overwhelmed. Yeah, exhausted.

(...)

Or just circumstances. Maybe your spouse gets off the phone and they start crying and you say, "Honey, what's wrong?"(...) And they say, "I just heard that my brother died."(...) And they're weeping. Physical touch may not be their language, but for you to walk over there and embrace them while they're weeping, that's probably the most important thing you could do. (...)

And I would say this with children and adults,

(...)

after the children understand the concept, you have to explain the concept to

them. And we do have a book for teenagers, "The Teen's Guide to the Five Love Languages." So, if the teen reads that book and you're reading the one for parents of five love language of teenagers,

(...)

man, you have some good conversations.

(...)

But I would say this,(...)

every three weeks or so, you just say to your spouse or to one of your children,

(...)

on a scale of zero to 10, how much love do you feel coming from me?

(...)

10 means you really feel love, zero means you don't feel love. And whatever they say, if it's anything less than 10, (...) you say, "Well, what could I do this week that would be most meaningful to you?"(...) And sometimes it won't be their primary language. There're circumstances that are going on in their lives that one of the others would be more important. (...) So that's just a way of-- You could do that with a spouse too. Yes, absolutely, absolutely. It's a way of staying, keeping it on the front burner and staying tuned into each other.

(...)

And so keeping that same line of being selfish here and getting advice from my kids. As my kids, one day hopefully they marry, what's something, (...) I think I know the answer, but I'm still, I'm going to take advantage of your expertise here.

(...)

When you're trying to look for a mate, a spouse, are you, does it matter what love language they are?

(...)

Does that make sense what I'm trying to ask? It does, yeah. (...) I don't think it's necessary that we have the same primary love language. As I said earlier, almost never does a husband and wife have the same language. If you did, theoretically it would be easier for you because it's easier to speak the love language that you want to receive.(...) So theoretically that would be an advantage, but I wouldn't make a decision to marry or not to marry based on that alone. A lot of other things are more important than that because we can always learn to speak the other person's love language.

You shared a story earlier, I'd love for you to share again about somebody who had a certain love language and they had dementia and how they continue to share that love language to them. Do you mind sharing that? Yeah, I wrote a book with a medical doctor. (...) It's called "Keeping Love Alive as Memories Fade."

And his wife had dementia.

(...)

And it's not that they keep the same love language they had when they were healthy, but the five love languages, as they get near the end of the journey, still give you five different ways to express love to them because the emotional center of the brain is still alive, almost to the very end.

this doctor said to me, for example, he said, "When my wife was healthy, gifts was her number five."

(...)

But he said near the end, when she couldn't speak or anything, if I gave her an ice cream cone, she'd say, "Ooh, ooh, ooh." He said, "I could live on that for three weeks." You know, just the fact that I knew I had touched her emotionally. (...)

And my wife's brother was a professor at the university and he had dementia and he was near the end. He wasn't responding at all. He would just sit there and look straight ahead. If you moved over here, he wouldn't even look at you.(...) And so she sat in front of him and started singing some old songs that she thought he might recognize, but there was no response.(...) Then she sang, "Jesus loves me, this I know, for the Bible tells me so."

(...)

He reached out his hand and touched her and tears came to his eyes. And she knew she had touched him. Three weeks later, he died. That was her last memory of him. So, for dementia patients, that book is really, really helpful to understand of course what's happening in the whole process of dementia but also realizing you can still touch them emotionally even when they can't respond with words.

Dr. Chapman, so here at GDS Wealth Management, we focus really on retirement planning for our clients, (...) making sure their investments are invested for whatever goals they may have. (...) Obviously, money's an important part of life,

(...)

much more important in our relationships, especially with one spouse, which is why we wanted to have this conversation.

What are some last words that you could give to our clients or anybody that might be listening today?

If I had a parting word to leave with the listeners, I would say, (...) simply listening to us today or even reading the book is not the answer. The answer is a choice. I'm going to learn to speak the love language of the significant people in my life.

(...)

It's a choice. A lady asked me once, "Can you love your husband if you hate him?"

(...)

And I said, "Yes, because love does not start with a feeling, love starts with a choice." And the choice is I want to enrich the life "of the other person, so I'm going to learn "to speak their love language."

Then, yes, you touch their emotions, and yes, they can respond to you and touch your emotions, but it doesn't start with an emotion. It starts with a choice. (...) We are either loving people, or we are selfish people. (...) Selfish person is doing everything they do for their own benefit. A loving person is doing everything they do for the benefit of helping other people.

We enrich people's lives if we choose to love and then learn how to speak it in a meaningful way.

Well, thank you for all you do, Dr. Chapman, and we appreciate your time today. Thank you. It was great to be with you. (...)

I get the privilege of asking you our mailbag questions. Now this is a mixture of questions from people upstairs in our office. A few that we got from current clients that knew you were coming in today and there might be one from my wife. So, I know you've been doing marriage counseling for 35 plus years. I don't want you dissecting me just yet, but we'll answer. We'll get to her question and see how it comes out.

first let me admit I'm not the biggest reader in the world. And so when I say that I know a book, I think it's pretty important because I don't think many people out there may be readers, but like many people I've read your book. It was 20 years ago. In fact, my wife and I played a game last week when we knew you were coming in just to see if we could guess each other's love languages. I was a bit nervous though because we had never read the book together. So, I'm like, I don't want to mess this up, but we both guessed each other's. She said I had two. I said she had to pick one and she picked it. I guess one for her nailed it. So, uh, very good. It's, uh, I say God blessed me in a lot of ways with this woman. (...) Uh, she truly is my best friend. So, here's to the questions. Uh, you set across from countless couples and you've lived your own marriage. What has love taught you about yourself that you could never learned otherwise? (...)

The realization that the most important thing you can do for anyone is to love them in a meaningful way because one of our deepest emotional needs as humans is the need to feel loved.(...) So if I choose to communicate to you that I value you as a person that I care about you and I do it in a way that's meaningful to you, makes it even better. But even if, even if I don't speak your love language, if I have the attitude of love that I want to enrich your life, is there anything I could do that would be meaningful to you or helpful to you? If I have that attitude, then I'm going to have an impact, a positive impact on the people that I encounter. That's why I say to everyone, (...) choose love as a way of life. (...) Choose the attitude of love. The wonderful thing about attitude is we choose our attitude. We don't choose our feelings. We choose how we respond to our feelings, but we don't choose our feelings. We choose our attitudes, however. So let's choose to have an attitude of love and if we do, we'll find ways to express it to people that will be meaningful and we will make a positive impact in the world. (...) Thank you. I have a follow-up to that. It's not actually on the question, but as you're talking, I'm getting to thinking, (...) what about people that they mean well, right? But love is just, they're not the emotional type, right? They're more introverted. How can they show love and learn other people's love? Well, (...) you don't have to be the emotional type to have an attitude of love

(...)

because that's a choice that you're making.

do I want to impact other people?

Do I want to see what I can get out of them? There are people like that. There are people who have businesses. That's their attitude. They're in this business to make money for themselves.(...) There's other people that are in business that they want everything they do to

enrich the lives of the people that they serve. That's the kind of business you guys have, reaching out in love to people. And so I would say it doesn't matter what your personality is, whether you're an introvert or an extrovert, you choose an attitude of love, you're going to have a positive impact on the people that you encounter. I agree. And it's funny when

Glen and I

first started out, it was all about our clients and it still is. But as our team has grown and we've had team leads and people in leadership roles, we always talk with them, especially over the past few months and years of how they need to understand what's important to their team, not just the clients, but their team so the business can continue the mission that we started in the very beginning.(...) So thank you.

(...) Question number two,(...) since we're a financial firm, this is money related.(...) And I know finances is probably one of the, I don't say the biggest, but probably one of the biggest arguments that couples may have and probably causes of divorce.(...) What is the most common money related love language conflicts you've seen in couples?

I would say the most common thing I hear in my office is related to money is one of them criticizing the other for spending too much money. (...) I've heard that over and over in my office. Too many Amazon packages showing up at the door. Yes. (...) And it can be a husband criticizing the wife, it can be a wife criticizing the husband. Because typically one of them is more of a spender and the other's more of a saver. Can it be a business partner criticizing a business partner? It could be. But I do think that's the most common problem because everybody knows that there's limited funds. If you have a job and you're making money every month and the money's coming in about the same every month, then you have limited funds as to how you can spend it each month. And so, if one goes out and buys a heavy expensive thing without telling the other, then they're likely to get criticized for it. So, what I say is what about setting a limit and just say either one of us can spend this much money every any month and do what we want to with. But if it's anything over that amount and you decide what that amount is, anything over that, we're going to discuss with each other before we buy it. Is that a fair deal? That has helped a lot of couples stay on the right track. I'm going to have to steal that one for my wife. (...) Question three. What is the simplest financial act of service a spouse can do that speaks volumes? (...) Our business partner.

(...)

I think being a responsible handler of the funds in a family, (...) that is you're paying the bills on a regular basis. (...) If you have extra money, you're investing it wisely. (...)

That's probably the greatest act of service we can do financially for our spouse. (...) Typically, one person is managing the money. And that doesn't mean that they're controlling everything, but they're paying the bills and they're balancing the checkbook and those kind of things. And I think being responsible in that is a way of serving the other person. And typically, one would like

for the other person to do it. When we start our marriage, my wife kept the books and she paid the bills and all that, but about six months into it, she said, "Honey, could you start doing this?" I said, "Well, I could, but why?" She said, "It hurts my stomach because we had almost nothing when we got married." And she's trying to figure out how to pay the bills. So I said, "Well, I'll be happy to, honey." So I do that now and I do that through the years and she's happy for me to do it. And she knows that again, she can spend however much whatever we agreed on. She can spend it any way she wants to spend it. And you've been married 63 years? 64 years. 64 years. My wife says that's impossible because she says she's only 49. (...) I love that. (...) Thank you.(...) Question four, after spending decades helping people love better, what do you think is the biggest misconception couples still have about making love last? And after 64 years,

I'm sure you know. I think probably the biggest misconception is that we have the understanding that love is an emotion and that you're not meeting my needs. We're all self-centered. Let's face it. And there's a good part to that because that means we get sleep and eat right and so forth. (...) But when it becomes selfishness, that I approach my relationship in terms of selfishness. And many people read the Love Language book and their basic theme is now you know my Love Language and you're not speaking my Love Language. You know, it's selfish.(...) And so I would say that's the biggest hurdle is that we focus on ourself and meeting our needs for love, our need for love, rather than focusing on the other person, whether it's in a marriage or a friendship or a business relationship,(...) rather than focusing on them, we're focusing on ourselves. I think that's the biggest problem in terms of relationships. (...) And is that misunderstanding or mis-emphasis on getting your needs met emotionally, rather than trying to meet the emotional needs of the other person?

(...)

You know, it's funny. I'm curious if you experience this because in business, (...) we always talk about we're in the business of serving others. And I think the reason we've had the success we have is because we put the client's needs first. Our number one, I guess, (...) our number one purpose when we meet a new potential client or client is you tell me what's important to you and then I'll build a plan and I'll build this relationship wrapped around what's important to you. We do it in business, but how many of us go home and fail in our personal lives? Because I'll tell you, my wife is truly my best friend. You know how guys have banter around the office and guys tell stories.(...) Well, they'll a week after a story is told or something, I will come back and say, yeah, I was telling my wife about that story we were talking about. They go, you told your wife that? I go, yeah, my wife's my best friend. I tell my wife everything and I've been extremely blessed. But with that said, I also know that sometimes I can be selfish when I'm tired at night is probably when I get the most irritable.(...) So I spend all this time at the office focused on, you know, clients and the people here that sometimes I lack in the home world. Is that normal?(...) Well, I think it probably is because at home we come home with all the stress we've been through, whatever it is, and we bring that home.(...) But what I would say is this, another key to a long-term healthy marriage is apologizing when we realize we've done wrong. That's why I wrote the book called The Five Apology Languages because we have different ideas on what a sincere apology looks like.

essential to a long-term healthy marriage or any long-term healthy relationship(...) because none of us are perfect. (...) And you don't have to be perfect to have a long-term healthy marriage, but you do have to deal with your failures. And that means apologizing. And that means forgiving the person who's apologizing to you. Because when we hurt the other person, we create an emotional barrier between us. It does not go away with the passing of time. It goes away when we apologize and when they choose to forgive us. So that's, I believe, the second essential to a long-term healthy relationship.

the next one is my wife's question. Okay. And I got this last night while we were watching our nine-year-old play baseball. So bear with it. Hopefully I'm not going to be too embarrassed by this. (...)

Many people know their love

language but still struggle to speak their partners consistently. (...) What's the real barrier there? Is it habit? Is it pride? Is it fear? (...) What do you think?

(...)

I think often it's not that we don't want to. It's that we haven't put it as a priority.

And so we've got so many other things that we're doing that we're not consciously thinking of, "I need to remember their love language. I need to keep it on the front burner. I need to consistently do that." I think many times it's not intentional. It's just that we're allowing other things, our other agendas that we have, replace this agenda.(...) And if we can understand that meeting our emotional needs, the emotional needs of my spouse and communicating love to them is going to make everything else easier in my life because when a person feels loved, love stimulates love.(...) And so I don't think it's necessarily that they don't want to. It's that they're letting other agenda items get in the place of this. So busy doing other things that they don't remember that I need to be doing this. That's why I say to couples once in a while, encourage, say to your spouse on a scale of zero to 10, how much love do you feel coming from me this week? I'm terrified of doing that. I think she would give me a 10, but I'm terrified. (...) Well, give it a shot and see what happens. Glen, on a scale of one to 10, how much love? No, I'm asking about you. How much love do you feel from me? (...) I don't think about love. See, You see what I put it with on a daily basis. (...) All right. (...) So Glen asked this earlier, especially with kids, and I have two boys, love them to death. They're great. But I want to ask it in a different way. We talked about do people's love languages change?

Since we're in the financial world, can financials make people's love languages change and how do we adapt? And then the second part of that is, is there a perfect match of the five love languages that you would say whenever you see a couple that has one has this and the other one has this one, you're like, all right, that's, that's the best couple together. No, I don't think there's a perfect match. Okay. I think any one of these is a legitimate way to express love and

everybody has a primary language. The important thing is realizing that if you happen to have the same love language, great. It's much easier. But if you don't learn it, even if you didn't receive it as a child, learn it as an adult.(...) I remember a man who said to me, a father, he said, Gary, my wife and I read your book on the five love languages of children.(...) Our 10 year old son's love language is physical touch. And I'm ashamed to say this. I have never hugged him.(...) He said, I was never a hug growing up by my mother or my father. And it just doesn't come natural for me. And he said, I don't know what to do. (...) And I said, well, you can learn this language as an adult. Now that you know how important it is to your son. (...) I said, come up here and stand beside me. I said, take your right hand and just touch me on the shoulder. He said, really? I said, yeah, just not hard. Just touch me. I said, that's your homework this week. You go home and just touch your son. I said, if you want to hit him and run, that's okay. Just touch him. And then I kept going increments. Next week, it was shoulder and two little pats on the back. Until I got up to the place of time to hug. I stood up and said, now hug me. He said, Gary, you're serious. I said, yeah, hug me. His arms are like lead. (...) He finally got him up and I waited for him to reach in. He didn't I reached out and grabbed him, pulled him in. When I did, he put his arms around me.(...) I said, now this is the week you're going to walk up and hug your son.(...) I said, I don't care if you hug him from the back or the side or the front, but you hug him this week.(...) He said, man, I hope I can do it. I said, well, you just hug me. You can do it. (...) And he did.(...) And he came back and I said, okay, now this week you're going to hug him twice. And we just kept going up till we got hug every day. Then I said, if you can hug him once a day, you can hug him twice a day. So I want you to hug him before he goes to school and hug him when both of you get home in the afternoon and he started doing it. Did you follow up with him? Like, how are they doing? Yeah, they're doing wonderful.

(...)

His son, always sons on up to 20 an hour. So, yeah, did it change the relationship?

(...)

Absolutely. Absolutely. That child became devoted to him. You know, I think one of the saddest things that I see in family life is a father who could be a mother to, but a father who gives himself to vocation. He's successful in his vocation. He makes enough money to support the family and so forth. (...) But he didn't have an emotional relationship with his children.

(...)

I was at a cemetery after a funeral not too long ago.

And the man's son, the man who died, his son was there and I'd never met him, but he was, I found out he was 25 years old. And after it was all over, I just started talking to him and I asked him, I said, "How'd you and your dad get along?" And he said, (...) "I really never knew my dad." I said, "What do you mean?" He said, "He had a job where he was gone five days a week and he came home and on Saturday, he played golf with his buddies.(...) On Sunday, he slept till

noon and all afternoon he watched football on television" and he said, "I never had a relationship with my dad."(...) And tears came to my eyes.

(...)

And he said, "I appreciated my dad. He paid my college bills and all of that and I'm deeply grateful for that and I assume he loved me, but I never had a relationship with him."

(...)

And I thought, you know, (...) if that father had understood, I'm sure he didn't understand that. In his mind, he was doing a good job. He was working hard and supporting the family and supporting his child to go through college, but he missed out on the value of having a close relationship with his son. (...) So to parents, I say, relationships, (...) human relationships is where life's meaning is found

the rest of it is important to be sure and we do have a responsibility to take care of our families and we want to do that, but let's not miss out on a relationship while we're doing it.

While you're sitting there talking, I'm probably the emotional one in the office. I'll cry at a good rom com, (...) but I think about my father as you know, (...) Baptist minister like yourself for decades,

never as large of churches as you were. He's very much small scale, but never that much of an affectionate man and sometimes had a temper and it's weird when I look at how I look at my own kids and we're fortunate enough to watch our clients and watch them raise their kids and live vicariously through them. As a young parent, I've sat there and said, okay, what kids are good? How do I want my kids to be when they grow up and what do those parents do to be successful? (...) And what's interesting is(...) nobody, there's no perfect dad. I'm far from it, but I try and I'm very, my father was not affectionate to us, but I'm very affectionate to my kids. I am the guy that will hug my kids every morning. I'll kiss them every morning, kiss them this morning before I leave. We say I love you. I tuck them in bed.

(...) Cause I may have messed up in a lot of things in life, but being there for my kids is something that's really important to me. And I don't know how, (...) you know, I got my dad's temper. Sometimes I have a temper with being a short fuse with my kids. (...) And I hate that I got that, but I'm so glad that I found a way to love my boys, not perfectly, but better than I ever had. And so I think that's why it's emotional, why they hit a chord with me as you're talking about that. (...) So thank you.

I may need this one. What is the quickest way to ruin a money conversation with your spouse?

being critical. (...) I do think couples need to talk about finances and each of them needs to kind of know what's going on. One of them is going to probably manage things that we talked earlier

about more than the other, but both of them needs to know where we are financially and, you know, what our needs are, etc., etc.(...) And one should not be making huge decisions financially without the other person being aware of what decisions are being made because we're partners.

(...)

And so you can really throw a wrench in the middle of everything if you make some huge decision to purchase this, that, or the other thing and you don't share with your spouse. So I just think let's communicate about finances just like we do about everything else in life, (...) at least in a healthy relationship. That's what happens.

(...)

This last question, and we can close out with it, it came over twice, but I don't know just hearing you talk if there's an answer to this, maybe I'm wrong. (...) Which love language gives the best return on investment in a marriage? It

the primary love language of your spouse, but it's not one of the five. That's good. It's just that the most important love language is the love language of your spouse. That will give the greatest positive impact on them and on you because you're meeting one of their deepest emotional needs. So that's the most important love language. So that's the most important love language.

Well, Dr. Chapman, thank you again. I'm not going to lie. I'm super excited about this. I don't really geek out that often. But when I heard you were coming, I was getting super excited I don't know a ton of authors of books. And to meet you is just one of the only books I've ever read is just super exciting.

So thank everybody for watching. If you think of any questions, again, stay tuned to GDS Unplugged and feel free to comment in the comment section with any of your questions. We'll be happy to answer them. Thank you again. Thank you, Dr. Chapman. Thank you. Enjoy being with you. My pleasure.

(...)

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