

# Dive Deep Interview with Dr. Kathy Koch

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**Jill Savage:** Well we want to welcome you to No More Perfect Date Night. This is our Dive Deep interview, where we usually pull back the curtain on a very real marriage, and we find out what another couple has struggled with. We interview experts on their marriage, and just have a chance to learn from someone else. So we're departing from our usual today. We've actually asked Dr Kathy Koch, who is the author of *The 8 Great Smarts*, if she would join us and share about how understanding our smarts and understanding our spouse's smarts can make a difference in marriage. So we want to say, "Welcome, Dr. Kathy."

**Dr. Kathy Koch:** Hey. I'm thrilled to be here. Thanks for the invitation.

**Mark Savage:** We're excited to talk with you and to learn today. So tell us about yourself and your ministry to celebrate kids.

**Dr. Kathy:** Yeah, thanks, Mark. It's 26 years old, which is just stunning to think about, and most of what I do is parent education in home school conferences, other kinds of conferences, church and school-based work. I do chapels and assemblies for kids. I do a lot of teacher training in churches and schools, and very much enjoy doing that. Our passion is really that children would be known and celebrated for who they are, not just for what they do.

Jill, you and I both agree that we should be raising the children we were given, not the children we wish we had. And so that's really a lot of my passion. And actually I end up in a lot of marriage conversations, even marriage counseling, in the exhibit booth as I autograph books because there's probably nothing I do that doesn't have a relationship to relationships, which many of my moms and dads who are listening apply to their marriages. So I'm excited to be with you guys today.

**Jill:** Absolutely. We really feel like what you talk about, even though you have never put it into a book form for marriages, it applies.

**Mark:** Absolutely, yeah.

**Jill:** And we actually took the survey years ago with our kids. We sat down and had a family night, and we all took the survey, and we learned what each of our smarts were. And I know in our marriage that was very eye opening for us. It was very eye opening for me to have a label to understand some of the ways that Mark thinks that are different than I do. Some of the ways that he picks up on things that I wouldn't. And so seeing him through a different lens, and really appreciating the way that he's wired, I think really changed the dynamics in our relationship.

**Mark:** Yeah, I would agree. And you just have a great way of communicating it so it's understandable. There's lots of A-ha moments for people that we interact with as well.

**Jill:** Right.

**Dr. Kathy:** That's cool. Yeah. It's so powerful, isn't it, to appreciate and understand differences are different, differences aren't wrong?

**Jill:** Yes.

**Dr. Kathy:** And I know that you guys are passionate about that, and that's a big part of this "8 Great Smarts."

**Jill:** Yes, exactly. One of the phrases we use in our *No More Perfect Marriages* book is that differences aren't deficiencies. And I really think that that's huge because we often when we look at someone, or as we say, when we bump up against their differences, that's when it gets frustrating for us. But if we can bump up against that and appreciate it or even better understand it, it can really be a game changer for our relationship.

**Mark:** Yeah.

**Dr. Kathy:** Yeah. Can I start with a little story?

**Mark:** Sure.

**Dr. Kathy:** We're gonna get into details, but one of the things I say to people is, "How many of you married someone who's not like you?" And many hands go up of course because differences attract. And I said, "When you dated, you went to the park with your boyfriend. You had never been to that park before, so you enjoyed the park for the first time ever. It was really cool. It was a different experience. And then you maybe went and you watched a basketball game, and you'd never done that before. And you liked it because of the guy you were sitting next to, or whatever. And so you were attracted to the differences when you dated, and now you're married." And everyone just cracks up.

And one of the things when I talk to teenagers, I talk about "Fall in love with the person, don't fall in love with love. And don't fall in love with the activity you're doing, and make the mistake of thinking you're in love with the person."

**Jill:** Wow!

**Dr. Kathy:** That make sense?

**Jill:** Yes.

**Mark:** Absolutely, yes.

**Jill:** That's a good one.

**Dr. Kathy:** We could do 30 minutes on that, but that is part of the power of these "8 Great Smarts" is that it was attractive when you dated, and it got you out of the house doing things that were different, and you liked it. You discovered something about yourself, something about the guy or gal that you were dating. And then marriage and routine sets in, and now the guy that wants to go to the ball game that you liked when you dated, you don't want to go 'cause you'd rather curl up with a

good book because you're tired and fatigued or whatever [laughter]

**Mark:** Yeah. Yeah.

**Jill:** So true. Yeah.

**Mark:** No kidding. Well, would you share those eight different kinds of smarts and characteristics for those?

**Dr. Kathy:** Yeah, let's do it. So I'm gonna do them in a particular order that I'll explain. So all of us have all eight. So that's the first thing to really understand. We have the capacity for all eight. Most adults will identify probably six strengths because we've lived eclectic lives that have exposed us to a lot of things. If someone listens, though, and they think they only have four or five, nothing wrong with that. It's still important to identify how you are smart, and to know that because it's a power word.

**Dr. Kathy:** So when we're being **word-smart**, we talk. We are the ones who read, write, speak and listen. We probably do curl-up with a good book in our spare time. We might talk to the extent that our spouse is irritated by noon. And so, in a marriage relationship again, one of the things I joke about, but it's not funny is that anything well done, overdone, is badly done. So just because I'm word-smart and I think with words, doesn't mean that I need to talk all the time. Right, that's called respect, and that's called community, and that's called love. However, I would say that we don't want to paralyze the person who's word-smart. I say, "If I would have been raised be quiet. Be quiet. Shut up. Go find something to do." I would not be talking to you right now. My parents saw...

**Jill:** Right, it would have squelched that. It would have squelched that in you, and it would have sent a message that would still be playing inside your head today.

**Dr. Kathy:** Exactly. And I may not have become a speaker and author. I may not have become a teacher. And so in relationships, we have the capacity to paralyze another person's intelligence by the way we react, or the way we don't react. And then the good news is that the brain is a muscle and it's pliable, and so we can re-awaken the brain. So if you're listening today, and you're realizing, "aw, just earlier today I reacted in a way that was probably paralyzing." If you go and you apologize... The research that I did when I was writing in the book would indicate that when we admit that we were overly critical, that we were reacting too harshly, that we ignored and it was hurtful, people try again, and they trust again, and that's a beautiful thing.

**Jill:** Oh, that's good. Yeah. That's very wise.

**Dr. Kathy:** Cool, so that's the first one. And the second one is **logic-smart**. And Mark, when we're logic-smart, we think with questions, and we love it when things make sense. So we're quickly irritated by crazy. We're irritated by decisions that we didn't think through that don't make sense to us. And we might be the ones who force a spouse to constantly provide evidence. Like, "Why do you think so? What makes you think that's right?" And to the logic-smart person, that's offensive because, "Well, duh, why can't you see what is logically true here?" So that can be good, it's a problem-solving ability.

**Dr. Kathy:** So it's a strength in a marriage, it's certainly a strength in parenting. And yet one of the

things about logic-smart people that we have to really guard is that we can figure out you have a problem before you know you have one. And I'll solve it for you before you've had a chance. So one of the things that can happen is that your spouse feels like a problem you're trying to solve. Because if we're logic-smart, we can predict what's about to happen if you go down that road. And again it's a good thing, but anything overdone is badly done.

**Jill:** Wow, that's huge, especially in marriage. Because a lot of times this is where also we expect our spouse to think the same way we think. And they don't. They have a different brain and that brain is wired differently. What seems to make logical sense to us, doesn't necessarily make logical sense to them.

**Mark:** Right. Well and then we force that onto the other person, it's just crushing and devastating to intimacy, to the relationship.

**Dr. Kathy:** Yeah. That's so true, Mark. Plus, they might not be successful. Just because we're successful thinking that way and problem-solving that way, doesn't mean they'll be successful. So then we set them up to actually fail and now they feel stupid. And now we get mad.

**Mark:** Yeah. Absolutely.

**Jill:** Yup, perfect example.

**Mark:** Yeah, crazy dance cycle that we can create that way.

**Dr. Kathy:** Yeah. Now the really good news is that the brain is pliable forever. Now granted, the earlier each of these is awakened and strengthened the better. But it's never too late. So someone's listening, wishing they were more logic-smart either because they think they would connect better with their spouse or maybe you recognize neither of you is fairly logic-smart and your children are getting away with murder because you're not being able to think things through, you can awaken further and strengthen this intelligence, that's one of the reasons I wrote the book. It's not hard to think about the logic-smart or cause/effect thinkers, comparison contrast, math and science. By the way, the only reason these two are first is that they're what I call the school-smarts. So when I train parents, teachers and kids, if you have a lot of word-smart brain cells and logic-smart brain cells, traditional schooling is easier. The good news is that the other six matter in life. And we want people to be fulfilled in life, not just in school. That's why all this matters.

**Jill:** That's great. Well and that could be encouraging to someone listening who maybe didn't do well in school.

**Dr. Kathy:** Yes.

**Jill:** And then walked away feeling like they weren't smart. And here they are an adult with children of their own, but they are still feeling less than because the school environment was created for a different kind of smart.

**Dr. Kathy:** Exactly. And smart is a power word, everyone wants to believe they are it. But many, many, many think it was their brother, or it was their sister and that's just tragic. And it's really fun when I speak to parents, they come in the room and they listen first as parents. And then I watch

their faces change, and they're listening as little girls and little boys. And we all have brokenness, right? We all have maybe questions still about our past. And did our mom really unconditionally love us? And did the teacher really mean that? Some of us can still remember what teacher said and it was forever ago. Or a first spouse, or the person you're married to now, 20 years ago. And this is where, of course, forgiveness and reparative work comes into place. Praise God for you guys and what you're doing and the wisdom of the people to be on your program with you.

**Jill:** Yeah. We talk a lot about the blueprint that you brought into marriage and being intentional about digging into that blueprint and understanding "the junk in the trunk." Because that still is affecting you today and can be affecting your parenting, your marriage. And so we always need to be examining that, understanding it. Like you said working to repair that so that we can experience a freedom. We can experience a better understanding and not have to drag that around for the rest of our lives.

**Mark:** Right, right.

**Dr. Kathy:** Fabulous, fabulous. Let's move on to the third one? Should we?

**Jill:** Yup.

**Mark:** Yes.

**Dr. Kathy:** Okay. So the third one is **picture-smart**. And those of us who have picture-smart strengths, we think in pictures with our eyes. We have a vivid imagination. If we read a book, we see the action come alive. And then if we go to see the movie that was based on the book, we don't like it 'cause the main character did not look like the one we created when we read the book [laughter] And that's true. And we tend to enjoy history. So we might be the person, especially if I'm picture-smart and logic-smart, I go to the history museum downtown and I read everything and I study everything. And my spouse is finished in 45 minutes. So again what we enjoy, what we do in our spare time, is a way to discover the smarts and also can indicate again where those conflict sandpaper moments come into play. Picture-smart people, art, fiction, history, interior decorating. You might be really really good at your house and you might be the one who sees things out of place right away, but your spouse never notices. Because the picture-smart person thinks with eyes and that's not my strength. And so I can be on my own office and not recognize that something was out of place and my assistant will come in and say, "Kathy, why did you put this here?" I'm like, "Why? Well, why not?"

[laughter]

**Jill:** That's great. I love it.

**Mark:** You know for me, picture-smart is third for me. I realized that it wasn't allowed to mature when I was a child. Though I think it could be more dominant, but I'm maturing it as an adult.

**Dr. Kathy:** Yes.

**Mark:** I think that's fascinating.

**Dr. Kathy:** Well, it's one of the reasons you're good at your craft, correct?

**Mark:** Yeah, yes.

**Dr. Kathy:** And, Mark, I appreciate your vulnerability. I'm gonna say something that I hope will come across right. I hear that from men all the time. Men, who when there were boys, teenagers, and possibly young adults, they weren't allowed to be creative. They were told maybe, "Boys don't do that." Meaning you don't draw. You don't wanna take advanced art. You ought to be in the shop class (to make a terrible stereotype). So there's probably other guys listening who may have a hidden desire and if they would just venture out... My dad took art classes at the Y when he was in his 60s.

**Mark:** Wow.

**Dr. Kathy:** He was an engineer. So he used his picture-smart strengths in his career but he had this latent artistic imaginative ability and started to take painting classes at the Y. And we were so proud of him and it changed him. I'm sad he waited until he was 60.

**Jill:** Yeah, you hear about a lot of people that do that. I think that... I just was on Ken Davis' website and Ken just had a 70th birthday. In the last 10 years, he started to paint. And he's an incredible painter, absolutely incredible. So you do hear about that where people just haven't... And part of it could be they haven't had the time to deal with that. Life is a little crazy and it slows down a little bit maybe when you get closer to retirement. But I'm quite sure that a lot of that is also from just the environment you grew up in.

**Dr. Kathy:** Yeah, 'cause Mark, I bet you can testify to the beauty of knowing yourself.

**Mark:** It changes everything. It's a game changer.

**Dr. Kathy:** Bingo.

**Mark:** We exhaust ourselves trying to be what other people have determined we are or what culture mandates. And it's just very freeing to be ourselves and to love ourselves, to like ourselves. So I agree.

**Dr. Kathy:** That's cool. That's cool. Well sometimes the same thing happens with the fourth intelligence which is **music-smart**. And we're the ones who may sing in tune. We may play musical instruments or we may just enjoy music. The giftedness of the smarts is everything from just enjoyment to a really high skill level. We might go to church to worship and that might be how we choose the church, is by the quality of the worship. But we're married to a word-smart, logic-smart guy who wants high theology from the pulpit. And that can be a conflict even in marriage again. So music-smart, rhythms and melodies... We might whistle far too much, hum far too much. We always want the radio on and our spouse doesn't.

**Mark:** I'm liking this. [laughter]

**Jill:** Oh, my gosh. It's so funny.

**Mark:** Music is so important to me like in the car and the quality of the system. And I'm always listening and...

**Jill:** Here's the funny thing. I'm actually music-smart. My degree is in music.

**Dr. Kathy:** Yes.

**Jill:** However...

**Mark:** The way we appreciate it is so different.

**Jill:** Yeah. It really is because if I have music going while I'm writing, like if I'm on my computer, I can't do it. I can't do it. And so if I'm in my car, a lot of times, I don't even turn on the radio if I'm alone. I'm fine being in silence because I guess I'm thinking, maybe brainstorming, processing something. And to me the music is a distraction. So, I love music. I just can't do it at the same time as something else. But he loves music and he wants it on all the time. [chuckle]

**Mark:** Yeah. Yeah.

**Dr. Kathy:** It's a great example where you find that rhythm of compromise, right?

**Mark:** Oh, absolutely. You gotta work it out. Yep.

**Dr. Kathy:** Yeah. I love that.

**Mark:** It's interesting how varied it is within each characteristic.

**Jill:** Yeah, each smart.

**Mark:** Yup.

**Dr. Kathy:** Yeah. Let me continue because the last two are really important for marriage. So let me quickly, **body-smart** would be a fifth one. We're the ones who move and we touch. It's similar to a love language from Gary Chapman of Words of Affirmation, might be word-smart. Touch might be body-smart. The body-smart people move and touch. They're always up out of their seat. They're physically active. They would rather hike, possibly, than curl up with a good book. Or they're the builders, they're the ones who want to sweep out the garage 'cause they do want to be physically active. And, praise God, there are people like that [laughter]

**Dr. Kathy:** It's valuable. Let me go to number six and then let me know if you guys wanna talk. Number six is **nature-smart**. And these are the ones who would rather be outdoors than indoors. They think with patterns. That's how they know it's a bluebird, not a blue jay. And so it's related to picture-smart because it involves your eyes. You might be the one, again, who always wants to have a living plant on the window sill in the kitchen. You're the one who, your landscaping and the money you spend on landscaping might be very important to you when your spouse is like, "Why are we doing that? And the water bill. Oh my goodness." That's very legitimate again. So the nature-smart: Plants, animals, rocks, minerals, outside instead of inside.

**Jill:** Wow. That's good. That's really good. Yeah. Okay.

**Dr. Kathy:** And let's do the last two, really important. **People-smart** is number seven, if somebody's trying to make a list here. The people smart people think with other people. So it's really what the three of us are doing here where I'm watching your eyes. Mark's nodding. Jill, your face lights up when I say something. That tells me that you're reacting. And those of us who are people-smart, we need that feedback. When you're people-smart, you know what you know when you hear yourself say it and someone reacts. Now, if you're word-smart, you don't even need an audience. Word-smart people like the sound of their own voice and they think with words, but it's not all that essential that you respond to them. But, oh my goodness, if like me you're word-smart *and* people smart, you talk all the time and you really do need the input.

**Dr. Kathy:** So like your facial reactions tell me that I'm hitting something that you think is relevant. And so we're the ones, if you put me in my room and say, "Why don't you go think about that by yourself?" I'm like, "No, I can't. I need to be here where you're balancing the checkbook." "But I'm balancing the checkbook," you think. ( If there are people who still do that.) "And you're in the way." People-smart people also... Oh my goodness, you guys, it's so relevant to marriage because we're the ones who can read body language and respond appropriately. So I'm the one, if I'm people-smart, I can walk toward you, determine that you have "no" written all over your body and walk away. 'Cause I wanted you to say yes. And then you're like, "Can I help you?" And I'm like, "No." And you're like, "Well, I have time now." And I'm like, "I don't care." (Laughter)

**Jill:** You already got your answer.

**Dr. Kathy:** Exactly. Exactly. This is huge in marriage. And it's actually huge in parenting because we're the ones who can figure out a kid's gonna get in trouble before he's in trouble because we see his body getting ready for something. What do you think? Does that make sense?

**Mark:** It does.

**Jill:** Yeah. It really does.

**Mark:** People-smart for me is dominant. Definitely. I collaborate with teams. When I pastored a church, we did everything through teams, which was really driven by me because I work best in a group. And I love the feedback and the consensus building and all of that.

**Jill:** Here's the funny thing, too, is when I speak I do appreciate it when I get an audience's reaction. That does make a difference, but I don't need it.

**Mark:** But it fuels me.

**Jill:** When he was pastoring and he was preaching he would be like, "Come on, people, give me some love."

**Mark:** Yeah, talk to me. Come on. [laughter]

**Jill:** He would be perfect in an African-American church.



**Dr. Kathy:** Yes.

**Jill:** They are just so vocal and they're like, "Amen." He really loves that. So we both are speakers, but our needs within that environment really are different.

**Mark:** It's different.

**Dr. Kathy:** It's interesting. I'm very people-smart. And one of the hardest things for me to develop as a speaker was the keynote message when the lights were down in the auditorium and the spotlight was in my eyes and I couldn't see anyone's reaction.

**Mark:** Right.

**Dr. Kathy:** I had to learn, oh my goodness, to trust the Holy Spirit...

**Jill:** Yes.

**Dr. Kathy:** ...To tell me how I was doing. And to stop relying on responses because I never want to manipulate. I don't want to say something to get you guys to be happy. We can't do that in marriage either. People-smart folks are very good at manipulating or we're very good at motivating. Each of the smarts as I discuss in my book has a very potential negative and a very potential positive. And if you're people-smart, you can probably get your spouse to say "yes" when she wanted to say "no." And we should never be proud of that.

**Mark:** Correct.

**Jill:** Wow.

**Mark:** Right.

**Dr. Kathy:** So that's people-smart. We really need people. Let me give you the opposite of that and that's **self-smart**. Now remember, all of us have all eight. So the self-smart part of your brain thinks deeply inside of itself with reflection. If you say something to a self-smart person... And this might be, Jill, why you like to be quiet in the car. Because if you say something to a self-smart person she goes, "Huh!" Then there's all this stuff that goes on up here in the brain not out here relationally. And we crave four things, think about this in marriage" quiet, peace, privacy and space.

**Jill:** Wow.

**Mark:** Yeah.

**Dr. Kathy:** Quiet, peace, privacy and space. We don't want it, we need it. And if we don't have it that would be the birth of frustration, anxiety, fatigue. I'm not saying, "Go get a divorce." I'm not saying, "Sleep in separate rooms." But I am saying that this is why you might be stressed. And what I say to people is, "Drive the long way home." And if your wife is self-smart let her go to the grocery store without her children. That is like the best date in the universe.

**Dr. Kathy:** To have all that time where she can think and ponder and predict. We get our joy from

knowing what we know and people-smart people get their joy from telling what they know. Self-smart people are content knowing. And they don't need a lot of input and they're not going to give a lot of input. And you might think your spouse is angry when she isn't, she's just having a self-smart moment.

**Jill:** Right, she's just thinking. I think that these two might even correspond with something else that we talk about in *No More Perfect Marriages* and that is internal vs external processing.

**Dr. Kathy:** It's related, I agree.

**Jill:** I think it's got to be related because I am an internal processor and one of the things we say is that, "I will think about, think about, think about, think about something and then I'll tell him what we've decided."

[laughter]

**Mark:** True. Yeah.

**Jill:** But, I think that's my self-smart that is happening but then I'm forgetting that there are two people in this relationship. And so I've really had to learn that while I will always naturally be an internal processor, I have to value the communication and the external processing that still has to happen in marriage.

**Dr. Kathy:** Yes. And this is where you rely on the other ways that you're smart. For instance... 'Cause we have all eight, so you're logic-smart. So ask Mark some questions that are relevant to the thing that you're internally processing or choose to lift the people-smart part of you because you can... I kind of say bring that one to the top and spend some time there if you will.

I can tell you so many stories of couples where one is very people-smart and one is very self-smart and they were really on the verge of divorce. Because they weren't communicating and they didn't need each other to think with. And if you don't need each other to think with there's probably some pretty stark loneliness and maybe even some anger that sets in.

**Dr. Kathy:** But I also want to say to you that if you have both of those in your top four, you're internally confused and you're confusing the people you live with and it's not intentional. Guys, we have all eight. So if you're very people-smart and you think with other people and you're good with body language and you're also very self-smart where no question is easy because you want to reflect on everything, we don't know who you are when you wake up. And we don't know who you are when you come home from work. So one day you come home and the people-smart part of you is most activated. And you enter into your home and you're very helpful with your spouse and you're very attentive to the children, if you have kids, and life is grand and then let's go out on the town.

And the next night you come home and something was said on the radio, or something was said at work or in the grocery store, or you overheard something. And you're in a slow, reflective, deep, soul searching space and you enter into your home. And you present yourself as "don't interfere 'cause I'm in my own little world." And so you go to your bedroom and you take a long time to change around and your spouse is like, "What's wrong with you?" "Well nothing's wrong." Five minutes later, "You can tell me the truth, what's wrong?" "Nothing's wrong." Ten minutes later, "Tell

me." And you're streaming inside, "Nothing's wrong if you would let me alone I'd be fine!"

[chuckle]

**Dr. Kathy:** I love that you guys are having me on here because now we're empowering couples to say to each other, "I need about five self-smart minutes. I'm really in the midst of something important to me." Would that work if we respected each other that way?

**Jill:** Oh my gosh, yes.

**Mark:** Absolutely.

**Jill:** That makes sense because I was just going to ask you, "How do you solve that?" And that's perfect to be able to know yourself and help your spouse better understand you. If folks will take the quiz and they'll understand and be able to identify what they are, ask themselves some deep questions. I think that that could be hugely helpful. Because we assign meaning to other people's non-verbals, but we may not be assigning the right meaning to it.

**Mark:** Right.

**Dr. Kathy:** Absolutely. Because it could look like self-smart people are lonely. It could look like self-smart people are arrogant. It could look like self-smart people need no one. And none of that's true. They need to be quiet, at peace, with privacy and space on a regular basis or they're going to begin to act out. And I think that's where depression, stress, anxiety and even addictive behaviors begin to give birth when we're not allowed to be who we were created by our Creator to be.

**Jill:** Yeah.

**Mark:** I agree.

**Jill:** Wow that's good.

**Mark:** I think that you've done something for us that Jill and I've really worked hard to do for others is given us a vocabulary in which to say, "I need five self-smart moments." or "I need ten music-smart moments." You know?

**Dr. Kathy:** Yeah.

**Mark:** And then if people would take that risk and be courageous at verbalizing it, it's a game changer.

**Dr. Kathy:** I love that.

**Jill:** Right. Because when we do briefly cover mind styles in the *No More Perfect Marriages* book. And we use that language when we're having some conversations...Maybe we can do even another interview with you someday on mind styles, but...

**Dr. Kathy:** Yes.

**Jill:** We use that language. Mark and I use it. I'm like, "Wait a minute, okay. Back up. Your randomness just really came out there." [laughter]

**Dr. Kathy:** Yes.

**Jill:** And so I'm able to say, "Okay. Let's come back and let's talk through this a little bit more. So I can be a little bit more concrete in my understanding of what's going on." And so we use that language as well. So yeah I agree with the shared vocabulary.

**Dr. Kathy:** Yeah. If I could say something. I've known you guys for a number of years and one of things I very much appreciate about you is how you want to honor each other. And that's part of the power of the "8 Great Smarts" is that you know who you are, you begin to identify who your spouse is and how you're similar and different. And again it's not a deficiency. I love that. And then you choose to honor. And so as an example using music where Mark you prefer music on and Jill often doesn't. Maybe when Jill enters the room, you turn off the radio.

**Mark:** Right.

**Dr. Kathy:** Because she's entered her space and you're going to honor her or whatever the case may be. She's gardening. I know, Jill, you're very nature-smart. Your garden at your home is beautiful. So you're out pulling weeds or cutting flowers for the vase and Mark you choose to go and talk to her while she's doing that, to spend quality time together. That honoring each other when you're in that space is such a beautiful thing and I think this model can help us do that really well.

**Mark:** So Dr. Kathy, you've given us a great introduction. And probably for many people that's what it is, an introduction. And so I want to recommend the [8 Great Smarts book](#). Definitely that people will take the next step, that they take the quiz, but you also have a great way of simplifying all of this with those four questions that you ask. And I think those are really important for us as we're introduced to this whole idea of smarts.

**Jill:** So can you cover those four questions that can also help us figure out our smarts?

**Dr. Kathy:** Yeah, let's do that. So it's in the context of which of these are my strengths and how do I determine my spouse's strengths? We have all eight. But you probably are listening wondering which are my top four? So what do you do in your spare time? Do you garden? Do you read? Do you paint? Do you talk to a friend? Do you physically get active? So what do you do in your spare time? (Or what would you prefer to do if you had any spare time?) [laughter] That might be a more realistic question.

What do you spend your money on? If you have discretionary money. This works well with teenagers and children, if they're given \$20 for their birthday what do they prefer to buy? But again if you were to go to a mall or to a discount store would you buy a CD, a magazine, a coloring book for adults, a phone card? That's irrelevant now, we have cellphones. But something that you would spend on someone else.

**Dr. Kathy:** A third question is what gets you into trouble? This often indicates smarts gone bad. Those of us who are word-smart, we gossip, tease, name call, always have to have the last word and

we drive people nuts with all of our language. Logic-smart we can be very prideful in our ability to tell you what you don't yet know. Picture-smart, we judge a book by its cover. And we're critical to say, "Did you notice what she was wearing in church today?" So what gets you into trouble or what would you be... What are the negatives you're known for? That might indicate a strength that you need to apply character qualities to, so that the strength becomes an actual positive.

And then the fourth question is, what do you talk about? What questions do you ask? So talking is word-smart and questions is logic-smart. But if you're asking questions a lot about sports, well that might be a body-smart indication. If somebody's talking a lot about people and their motivations and family history that might be people-smart. So I think those four things can help us identify where we're strong right now.

**Jill:** Yeah. And maybe those questions can also help us help our spouse identify their smarts. Like sometimes, Mark can see things in me that I don't always see in me.

**Mark:** And vice versa I think. Yeah.

**Dr. Kathy:** Yeah, that's a good point for sure. We can be blind, absolutely. And especially if somebody's listening who was not affirmed in their childhood and they thought they were the dumb one, the chances are pretty good that they don't know the ways they're smart. Or they've said things like, "Well, I'm creative. I'm not smart." Or, "I'm musical. I'm not smart." Or, "I'm athletic. I'm not smart." No, the reason you're athletic is because your body-smart. The reason you're an excellent drawer or interior designer is because you're picture-smart. And I want to encourage people to believe us today and to use that language.

**Jill:** Yeah. That's cool.

**Mark:** Yeah. Absolutely. Yep, for sure.

**Jill:** This has been really helpful. Do you have any just any final words of encouragement that you would like to give to our couples as they take this and process it in their own marriage?

**Dr. Kathy:** So take what's relevant for you and leave the rest alone. I really don't want you overwhelmed. I think it's important to identify what strikes you as personally affirming and relevant. Where did you have your A-ha? Process that deeper and let your spouse know where your A-ha was in this interview. And then come back and digest the rest. Don't be so overwhelmed that you do nothing with it. That would be tragic.

**Jill:** Well thank you so much, Dr. Kathy, for being with us.

**Dr. Kathy:** My pleasure.

**Mark:** Thank you. It's powerful.

**Jill:** This is Mark and Jill. And we are signing off with a reminder that a real marriage isn't perfect. A real marriage is two people being perfected. Thanks for joining us.

**Mark:** So long.