

# Thank Yous

Many prominent people credit this technique with significantly helping them succeed. A simple “thank you” can go a long way in establishing closer relationships with people and groups.

Unfortunately, if a simple expression of thankfulness can have this power, it can also be a strategy to subtly manipulate, to influence for one's own benefit.

Innumerable politicians have undoubtedly used it in this way, and their words are not necessarily harmless or benign.