WE COMBINE THE ART OF MATCHMAKING WITH THE SCIENCE OF LOVE

# ROOTS TO LOVE

LEMARC (R THOMAS

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#### Introduction

People come to us, Matchmakers, looking to find a relationship but we want to help you meet love. The boring kind of love that is safe, secure, healthy and sustainable. The kind of love from which there is a stable foundation for adventure, excitement, exploration, pain, growth and a shared future combining your individual dreams and desires. This is the slow, enduring kind of love that is not just about two people, but that exists within you, how you live your life and all the people in it.

This eBook is what we do. It forms the basis of our holistic matchmaking, coaching and introduction services at *The Matchmaking Agency*. This is no quick fix but we aim to cut to your core. To offer you what we think is the most effective strategy to meet love. What you will find is deeper insight into how you love, tools on how to improve your relationships - not just the romantic ones, and expert guidance on how to maintain slow, enduring love that lasts a lifetime. This is our philosophy on how to meet love. Let's get started.

#### There are Levels to it

Our approach when working with clients is to emphasize the practice of conscious relationships. We propose three levels of consciousness within relationships, and your goal from this moment forward is to practice living at level 3 yourself, whilst being in a level-3 relationship with your partner. After all, we can't indulge in that level 3 relationship magic if we operate at level 1 in our personal development.

#### Level 1 Embeddedness

You are embedded in your experience. You unconsciously react to present situations through past pain.

#### Level 2 Reflection

You can reflect on your experience. You are able to identify your state of mind, acknowledge feelings and the reasons for them. You begin to process thoughts, feelings and sensations as information about yourself, your partner and your world before taking action.

#### Level 3 Mindfulness Awareness

You remain present and centred through your experience. You practice a higher level of development or evenly hovering attention as Freud put it, to be open and flexible within your relationship, so that when the shit hits the fan, you respond with clarity, compassion and acceptance. At this stage, you reach the deepest level of mutual connection with your partner because both of you take responsibility for your own experience of love.



"There was only one variable that separated the people who have a strong sense of love and belonging and the people who really struggle for it. And that was, the people who have a strong sense of love and belonging believe they're worthy of love and belonging."

#### ~ Brene Brown

This is not a process of changing who you are, it's about owning your story and being free to be more you.

# What to expect

As you apply the tools provided in this book, changes will begin to occur in your life. If you happen to get through these pages quickly – amazing. But it's by no means meant to be rushed through. Take it from personal experience, knowing this stuff is one thing, but taking the time to practice it, is another story. It is in doing that our clients notice the big changes. Love takes work. You may gain insights that are uncomfortable or even a bit overwhelming. You are not alone. It's important to have an open mind and a forgiving heart along the way – give yourself and the other characters in your story compassion. Right now, we are coaching and matchmaking people, who just like you, are in search of partnership.

# YOUR AGREEMENT:

I \_\_\_\_\_(your name) am embarking on a journey to meet love from \_\_\_\_\_ (the date). I am ready to tackle all tasks and apply the holistic matchmaking tools provided by The Matchmaking Agency, which will lead me closer to living a life of love.

I know that there will be some tough questions to answer, as well as some habits that I may need to change but I am ready to do whatever it takes to develop deeper, healthier, sustainable relationships.

Sign

# What Have You Learnt About Love?

Past experiences affect how you love today. Unravel your roots and become mindfully aware of what you've learnt about love.

# Where it all begins

### Get into Consultation Mode

Imagining that you've just walked into the comfort of our offices, The Matchstick Palace, in Stockholm. Grab a pen, notebook, and find a quiet place to reflect.

Now, let's set your intention for this consultation as if it has already been fulfilled. Would you like to be in a committed relationship? What would you like to share as a couple? Jot everything down in present tense. Start with:

I am...

#### Example:

I am in a loving committed relationship with a partner in crime who shares and explores the shallows and depths of the world with me.

Now, let's expand the vision. Where do you live? Who is your partner? Describe your home setting. Who are the other important people in your lives and how are you connected? What kind of relationship do you have? What's most important to you as a couple? Which activities do you do together? How do you love each other? Take your time in considering each of the questions and answer them to the best of your ability. Imagine that you have this relationship now.

#### Example:

I am in a warm, loving partnership.

My partner and I live in a home close to nature.

We both lead separate lives but share an intimate world together.

We are open, kind and accepting of each other. We are not afraid of conflict.

I find my partner intellectually stimulating, adventurous, cute.

Remember that this is a safe space. You are free to imagine the very best relationship as if you are experiencing it now.

#### What does it feel like to be in this relationship?

### How you attach

The first step in your journey to meet love is understanding how you became who you are. We are the product of our past (and a few other things) but previous experiences have a profound impact on the way we behave from day to day.

Let's go back to your childhood and unravel your learnings about love to get an idea of who and which experiences have shaped your beliefs about love.

Some of these learnings may seem helpful, while others not so much. We will build on the helpful bits and relearn the bits that were not so helpful.

The Science of Attachment

John Bowlby, father of the Attachment Theory and an absolute legend in the world of psychology, determined that there is an emotional bond between caregiver and child, which ensures the child's survival. As children, this bond is there to keep us safe, secure and protected. It serves as a base from which we develop habits to stay alive. Now, we'll dig into the science of attachment and how it might affect us today,

### How you attach

According to attachment research, the conditions of our attachment relationship with our parents or caregivers, profoundly impacts who we are and how we develop.

To make more sense of attachment theory, imagine that as a child, your only job was to receive as much love as possible. You established an attachment bond with your primary caregiver to help you survive, to protect you and care for you. Being the smart, adaptive little humans that kids are, you sensed and altered your behaviour to the emotional responsiveness of your caregivers. You then developed whichever strategies were best to gain consistent love and feel protected.

These attachment patterns are deep-rooted within you and whether helpful or not, automatically present themselves in your relationships.

Recalling his childhood, Arjun remembers that his mum wasn't really affectionate. She didn't hug him often or say I love you. He knew that his mother loved him because she worked hard and dedicated her life to her children, but he learnt not to take emotions to her and became quite an independent child - happy in his own space, happy to do his own thing.

When he felt sad or was faced with a challenge, he learnt to soothe himself and not rely on others. Now, in romantic relationship, Arjun wants closeness but somewhere in his mind there is still a message saying, there's no space for my emotions. I am better on my own. I have to take care of myself, which is exactly how he pushes love away. We invite you to explore your attachment patterns, identify your attachment needs,

and see how different emotional environments in your upbringing have wired you to respond to love now. It will also allow you to steer away from habits that may be harmful and bring you closer to healthy, fulfilling connections.

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#### The Four Attachments Styles and How to Manage Them

Contributing to attachment theory research, psychologist, Mary Ainsworth, designed an attachment assessment called the Strange Situation Classification (SSC), which explores how attachment varies

among babies. Her Adult Attachment Interview (AAI) suggests that those same attachment styles carry on through to adulthood. These are the four attachment styles:

#### Anxious-Preoccupied/ Ambivalent Attachment Style

You think about relationships often and have a huge capacity for intimacy and love. You are quite caring, giving and affectionate but you feel that you don't get back as much as you give. You fear that your partner does not want to be close to you or does not love you as much as you love them. You can easily sense changes in your partner's mood, emotions or behaviours, and respond accordingly.

Relationships exhaust a lot of your energy and with unmet needs, you poke at your partner, trying to get attention and love. When they don't respond to your emotions, you act out or withdraw in protest.

#### Practice:

- Work out what your needs are and how you can take care of them. According to Psychiatrist, Amir Levine, you are only as needy as your unmet needs, so be kind to yourself.
- Beware of your attraction to those with dismissive-avoidant styles who struggle to meet your needs.
- Ask yourself what the most helpful response is. Your instinct tells you to hold on tight but you may have to stay with the anxiety of letting go.

#### Secure Attachment Style

You are comfortable with closeness. You find it easy to communicate your needs and have them fulfilled. You are loving and attentive. You don't usually take things personally and find it fairly easy to respond to your partner's needs. You usually deal with conflict in relationships very well. Sometimes people mistake your security and lack of drama for lack of chemistry because you are not dangerous – but that's unfortunate for them.

### How you attach

#### Practice:

- Having a secure basis for attachment doesn't make you invincible. You still have to put in the work. No one is secure all the time.
- It's still important for you to understand your relationship's needs and practice how to get them fulfilled.
- You also have trigger points to be aware of like everyone else.
- Some of our clients who identify with this style, mention that they wish they had chosen their relationship rather than fallen into one.

#### Dismissive-Avoidant Attachment Style

You've learnt to be independent and maintain self-sufficiency. With unpredictable attachment figures, you learnt to soothe yourself and prefer autonomy to intimate relationships. You feel safe around people until they get too close. People may admire that you are calm, cool, and not in need of anyone, but the truth is that you need love just like everyone else.

You want to be close but it feels uncomfortable so you tend to keep people at a distance. You may find fault with your partners, become focused on finding the perfect partner or the one that got away. You are on alert for signs of neediness or control. Your partners think that you are emotionally distant and may act out to get a response from you but the more they do, the more you retreat.

#### Practice:

• There is space for your emotions! Lean in and allow someone to hold you, even if it feels uncomfortable.

- Beware of your attraction to those with an anxious/ambivalent attachment style, who will struggle to meet your needs.
- You may find many reasons why you shouldn't attach such as your own rigid high standards of attraction, their faults, or even a fixation on the one that got away.
- List all of your tactics to avoid attachment and think of some healthy alternatives. Let go of perfect and lean in to good enough.

#### Fearful/ Unresolved Attachment

If you are in this category, relationships are very tough for you. The attachment figures you turned to for comfort, was also your source of fear. Caregivers have been abusive may or threatening which was traumatic for you. Therefore, you show both preoccupied and dismissive attachment patterns - you want to cling onto someone and run away from them at the same time. For the scope of this workbook, we won't go into this category of attachment but if you recognise yourself here, we highly recommend resolving these childhood wounds with a professional and appropriately qualified therapist.

#### Practice:

In order to delve deeper into this category of attachment, consider

resolving these childhood wounds with an appropriately qualified therapist.

#### Attachment Styles and Close Relationships

#### What is your attachment style?

Take the attachment style questionnaire to identify your patterns and recommended actions to develop a secure attachment.

It's okay if you don't neatly fit into one of these boxes. The point we want to make is that people have distinctly different ways of attaching (on one axis is how much we fear closeness and on the other, is how much we fear abandonment) and have different attachment needs. What's interesting, in our humble opinion, is to work out what your attachment needs are because it is in fulfilling these needs that you reach a deep connection.

# The inner child



We start at the beginning - your attachment relationships as a child. By examining the past, you may spot the patterns or traps that you continually, and often unconsciously, fall into. We invite you to explore your experiences and discover which habits (that we see every day), block you from meeting and maintaining a healthy, happy relationship.

#### Back to Consultation Mode

Return to your quiet space with a notebook and pen to complete the next exercise. We recommend that you complete this exercise with a close friend, each answering a question before moving onto the next one or simply that both of you jot down your answers to share with each other at the end. If you need more space to write, you'll find a page for notes at the end of this book.

# Recalling the child

1. Think about your family during your childhood. Where were you born and who raised you?

2. Who was in your family? What did your parents or caregivers do for a living?

3. What type of environment did you grow up in? Describe your surroundings.

4. How would you describe yourself as a child? Describe the image that comes to mind, thoughts, feelings and sensations that belong to your younger self.

5. List five words to describe your mum.

6. List five words to describe your dad.

7. Describe your relationship with your parents or caregivers as a young child, beginning with your first memories.

8. Which parent did you feel closer to and why?

9. Who did you have to be in order to feel loved by your parents?

10. What did you do when you were upset?

11. What did you need from your parents that they struggled to provide?

12. How do you think your overall experiences with your parents contributed to who you are today?

13. Why do you think your parents behaved the way they did during your childhood?

14. What have you gained from the type of childhood you had? (An adaptation from the Adult Attachment Interview (AAI))

Take a moment to reflect and then write down what you needed for safety, security and happiness as a child. Write this in present tense.

#### Example:

I need to be accepted for all that I am. I need for my emotions to be okay. I need to be held. I need to hear that I am okay. I need for my good intentions to be seen. I need clear boundaries. I need freedom to explore. I need to feel safe to express who I am.

# Holding the child

#### Try this healing inner-child meditation

We'll discuss the power of mindfulness more towards the end of this book but while you have your younger self in mind, let's do a 5-minute inner-child meditation:

Read through the following thoroughly first and then close your eyes to practice the meditation.

Imagine yourself as a child. Perhaps at the age of 5 - 7 years old. How old are you? Scan yourself from head to toe, recalling what you see.

Bring to mind the childhood needs you have just explored, particularly, your answer to question 9 - what did you really need as a child?

Notice how you feel in this moment as your younger self. Notice any sensations in your body that belong to that child.

With one hand on your heart and one hand on your belly, hold that child. Hold your inner child and give them love. Imagine that as you hold them, you radiate beams of love and compassion that are absorbed by this child.

Now imagine yourself as an ideal parent and tell that child what they needed to hear. Give them what they really need.

#### Example:

I see your heart full of love, I see your good intentions. I love, accept and appreciate all that you are...

# Relearning love



### The adult





Building a secure relationship is not determined by your past experiences but rather your ability to reflect on life experiences and make sense of them.

Reflecting on your childhood gives you a good idea of how you learnt love as a child; exploring attachment theory and styles of attachment, you may notice that as adults, we continue the patterns from childhood and carry out the same habits that we associated with safety, security and happiness as children. The child is still a part of us - to be accepted and loved. And as our childhood patterns remain, unmet needs from childhood also remain and innocently come forward in our adult relationships. We are now going to identify these needs and learning how the adult you can meet them. We are also going to get to know our our pain points and triggers, to learn how we best can be the nurturing adult that can love and have a calming effect on our hurt inner child.

# Identifying emotional needs

A relationship is an emotional bond within which we have (emotional and practical) requirements formed of individual needs. It is a parent's responsibility to care for their children's basic needs for safety, realistic limits, autonomy, connection to others and self-expression. In adulthood, we sometimes pass that responsibility (of our adult needs) onto our partners. This is a mistake.

People walk into our office every day, wanting a fulfilling relationship but struggle to identify their needs. Instead of expecting someone to come along and fulfil needs you never knew that you had, take control of your fulfilment. As adults, it's up to us to be accountable for our needs - no one else. While you can't stay in a relationship with someone who cannot meet your needs, you also can't expect your partner to take responsibility for your needs as if you are their child.

#### A useful perspective to adopt is gifting:

- When someone meets your needs, they gifting you.
- If you meet someone's needs, you gift them.

A fulfilling relationship is based on two people gifting each other, while both have the capacity to give, and are open to receiving. Both giving and receiving must be present in a relationship, and it's important to recognise and communicate when one or both is missing.

Review the responses to your relationships as an adult, particularly what you wrote was fulfilled or unfulfilled in your previous relationships. Now consider and write down:

- My core relationship needs are...
- What can I do to fulfil my need?
- How or what can I communicate in order to receive the gift of having each need met?

#### Further exploring your needs

 What did you need in order to feel safe, at ease and free to be completely you?

#### Review your attachment style questionnaire.

- What are your attachment needs?
- What do you need in order to soothe (it may be helpful to think of what you need when you are upset)?

While it's true that those with an anxious/ambivalent attachment style may need closeness to feel soothed, and those with an dismissive-avoidant attachment style require space, by digging deeper, you may find that ultimately, both need to be loved and accepted for who they are.

When it comes to identifying needs, our clients often find it useful to imagine their inner child. What does my 5-year-old self need right now? What do I need for that part of me to feel safe, secure and at ease?

#### Refer to your responses to the innerchild exercise in Chapter 3:

- What did you really need (that your parents struggled to fulfil)?
- What did you need in order to feel safe, at ease and completely you

Sometimes we need to talk to that vulnerable part of ourselves. I see that you have put in lots of effort and need recognition to be seen. I know you want to say 'fuck it' and get out, but I value that you try so hard.

Other times, it soothes us enough to take the most helpful action to fulfil our needs.

#### After reflecting on all of the above:

- My core relationship needs are:
- What can I do to fulfil my needs within and outside of a relationship?
- How can I communicate (to myself and others) to receive the gift of having my need(s) met?

Take a moment to reflect on what you need to feel safe, secure and happy now. Then write down what you needed for safety, security and happiness as a child but write this in present tense as well.

#### Example:

I need to be accepted for all that I am. I need to be held. I need to hear that I am okay. I need for my good intentions to be seen. I need clear boundaries. I need freedom to explore. I need to feel safe to express who I am.

# Your pain points

In romantic relationships, we lay ourselves bare about who we are in the hope that our needs will be met with love. This state of transparency makes us more receptive to love but also pain. It's no surprise that we may be quick to distance ourselves from love, to be free from potential emotional hurt.

Looking back at your needs from childhood and identified the emotional needs as an adult, we now know what makes you feel safe, secure, at ease and free to be you, but what throws you off balance? To maintain a sense of security, it's good to recognise your sensitive spots and prepare the most helpful responses for when you feel triggered. Our triggers can take us straight to level 1 - reacting based on past pain, instead of acting consciously at level 3, where we want to be.

A reaction is a survival instinct primarily serving to protect you from danger. Awareness of your triggers can help you release fear-mode into love-mode, to act consciously and fulfil your true need.

In the following exercise, consider scenarios where you've been triggered and where level 1 has been activated. Remember that level 1 is where you've had a strong emotional response (whether you showed it or not) which was perhaps stronger than the situation deserved, or maybe you suddenly feel nothing, numb or withdrawn; either way, you fall into your pattern and are left unfulfilled.



### Your answers

Your answers		

# What if you did it with love?

We invite you to write this love letter to yourself so that when you are triggered, you'll have this letter to remind you to choose the most helpful response.

When

(situation) occurs

I feel:

The thoughts that come up are:

My automatic reaction is:

But what I really need is: (about you, not anyone else expressed from what you experience when your need is fulfilled. E.g. I need to feel worthy for just being me.)

The most helpful response to meet this need would be:

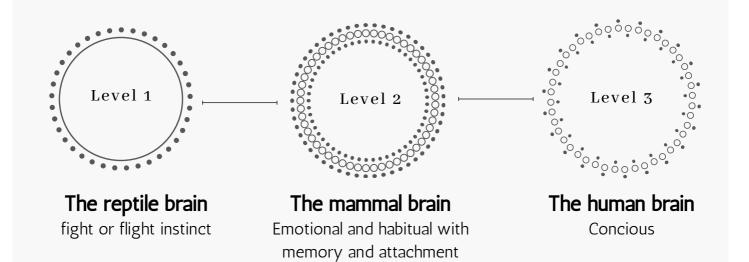
# Being concious about love



# Practicing level 3 conciousness

When our clients examine what the various levels of consciousness look like to them, level 1 being reactive, level 2 - reflective, and level 3 - mindful, they gain clarity on how to receive and respond to conscious love. Pretty simple right? The plot twist is that when we are triggered, our brains go into survival mode and we don't have access to the most helpful solutions in the conscious brain.

Consider the three levels of consciousness using The Triune Brain Model:



In order to act consciously in relationships, we need to calm down the reptile and mammal brains and reduce our survival responses to access the conscious brain. Our brains are great at survival but lousy at love, so to evolve, we must train it. Enough of the science and theory; let's put what you've learnt to practice. Here's how to practice conscious relationships before it becomes second nature:

#### Own Your Story

Own your story and all the parts of who you are. Practice acceptance,

process your experiences and work out its meaning. Upon asking Rebecca to recall her childhood, she was frustrated at her younger self for being too needy. She rejected this child's needs just as her caregivers did. But her underlying needs grew stronger and when partners asked her for affection, she closed up - assuming reciprocation as sacrificing own her needs to satisfy another's. When we asked her to reflect on her childhood needs, she found that she had grown up too quickly and that her strong need to be taken care of lies beneath a hard exterior of I don't need

anyone, I'm the one who takes care of everyone. And after owning her story and accepting that this child is still a part of her, she could share the emotions that she'd held from friends and family, as well as accept that she needs to lean on someone sometimes. Her relationships have radically transformed.

#### Preparedness

Prepare for the shit storm. Know your patterns (traps) to become aware of when you are falling into them. Give your pattern a title - ideally starting with I am... E.g. This is the I-am-goingto-be-abandoned story I tell myself. You have outlined your triggers above, explored what

#### Committing to mindfulness

We recommend that all our clients commit to a mindfulness practice during our process.

People with secure attachment styles are more equipped to reflect on experiences and practice mindful awareness since brain studies show that the middle prefrontal cortex responsible for this functionality, is more developed in those with secure attachment.

However, as we've established, this is a skill that can be practiced, and this brain functionality can be developed. There are a number of mindful practices to apply that you may enjoy.

The mindful meditations that we recommend to our clients below, may initially leave you feeling frustrated since it will command undivided attention from our constantly stimulated brains. If you use one or more of these mediations just once a day, it will become easier, and you will begin to notice positive changes in all areas of your life.



You can create better, more loving relationships by connecting with the part of your brain that is present, calm and aware. Practicing level 3 consciousness is to practice presence and it gives you access to a part of yourself that can observe without the need to react, so that you more mindfully can choose your answer and reaction to what is happening.

your underlying needs might be, and developed the most helpful responses for when you are triggered. You are also armed with your love letter, a flash card to recall when you fall into a trap. The more prepared you are for your triggers, the easier it will be to override your instincts and take the more uncomfortable, healthy path.

#### Find the Root

When you are triggered or fall into your pattern, ask yourself, where did I learn this? Focus on what is present in your body - thoughts, feelings, sensations - and recall when you first felt this way. What did that younger self need? Can you as your own, healthy, ideal, adult, give your younger self what they need?

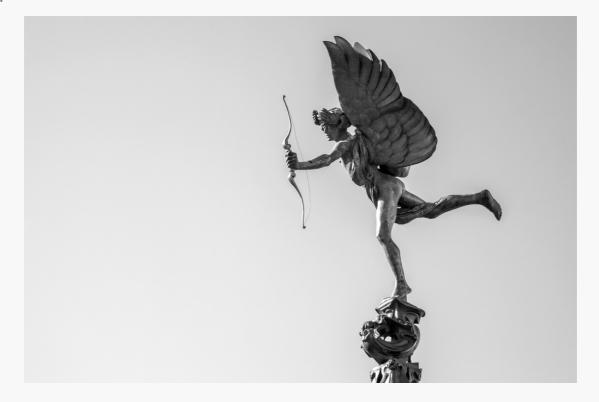
#### Work Out Your True Needs

The majority of people don't know what they need and/or how to fulfil them. Notice when you are in protection mode (going on the attack, avoiding or being submissive). As long as you are in protection mode, your underlying needs remain unfulfilled. If it's safe to do so, ask your protectors to step down and work out what your true need is.

#### Learn to Heal

The leftover wounds from your journey, heal when your true needs are fulfilled. When you begin to act in a way that meets your true need, and feel less triggered, that's healing – which brings you giant steps closer to mindful awareness.

# Living a life of love



# You'll find the magic of love within relationships, unearthed in a lifetime of discoveries, and there are no limits to the depths you can go.

We've covered a lot and we commend you for doing the work. At this point, you may already have changed your mind about how you will approach love going forward. This shit is transformational - if you do the work. The first step to love is the most important one. It will impact your future by helping you meet secure, deep, fulfilling love, but here is not where it ends. Our brains change over time, meaning that we can develop functionality and change patterns of behaviour.

You have all the tools to get started and with practice, perseverance, and acceptance that sometimes we will fall into old habits, you just have to pick your ass back up and keep moving forward.

Our goal throughout this book has been to unravel your past and help you own your story. You have moved through three levels of consciousness: becoming embedded in your experiences, reflecting on them at a deep level, and finally, having mindful awareness of those experiences.

### OUR FINAL PEP TALK BEFORE WE HAND IT Over to you

- Be kind, compassionate, and empathetic to yourself.
- Give compassion and understanding to the characters in your story (your parents and loved ones) as well.
- Be curious of the challenges that trigger you.
- Record moments where level 1 is activated and refer back to the work you did on healthy alternative responses.

- Continue awareness of your needs, notice and accept that these may change over time.
- Be responsible and care for your own your needs like the healthy adult part of you, caring for your inner child.
- Continue to heal the underlying wounds of your past. When you are triggered, explore where this pain point originated and what it means to you today.
- Find the gift in the story and try to accept it.

Living a life of mindful awareness is an ongoing practice. Even those lucky enough to have the healthiest, secure parental attachments may still have to work hard to maintain a happy and healthy romantic relationship.

Your life before today has been long, eventful, and shaped by those you know and love. Unlearning habits that aren't thelpful and letting go of what no longer serves you, is an ongoing, practice – know that we all screw up occasionally. The key is to get back on track faster, after we've taken some wrong turns.

Regard any triggering emotions as a sign that your practice is ongoing and that your hard work is paying off. Noticing the rigger before it happens is progress. Taking the time to consider what you really need and what your most helpful response will be, is the ultimate progress.

It's worth noting that you don't have to come from a secure background to build a secure relationship. You don't have to be healed before finding love. You just have to be aware and willing to work at improving because in a loving relationship (romantic or otherwise), you may just find a cosy nest to heal, grow and learn together.

# Ready for the next step?

At the Matchmaking agency, we take on the task of ensuring that you meet love.

As a matchmaking client of ours, we personally search, assess and introduce potentially compatible matches whilst giving you a kick up the bum, a pep talk, or a shoulder when you need it. Our matchmaking clients come to us because they know the value of a great relationship, and that membership with us is their most sensible investment. The consultation will delve into their life, relationships, needs, goals and dreams and we see their transformation into their best loving selves and how they enter a relationship they dreamed of.

#### Take our E-coursel

If the matchmaker client path isn't for you, or just not yet, we have now with all our passion for this, and the wish to help more people find and meet love, designed a matchmaking E-course to take at whatever time fits you the best. It is filled with insights, tools and exercises that we also do with our clients, with the goal of making you yourself become your own matchmaker and the best possible guide and coach in your own dating process.

Read more and get it here, Or go to: https://lemarcthomas.com/course

We would love to hear from you! Please share any insights or thoughts with us at share@lemarcthomas.com. For other reasons of contact, please see below. Let's stay in touch!

#### $\rm C ~O~N~T~A~C~T$

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### Notes


# LEMARC R THOMAS